

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

SEPTEMBER 1, 1960



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AMERICAN NURSERYMAN

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the October 1 issue will close Friday, September 9

Forms for the October 15 issue will close Friday, September 23. Mail copy to arrive at Chicago by these dates—no later.

A GIRL'S BEST FRIEND MAY BE HER DIAMONDS

But, if
you're a
Nurseryman,
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"Stick with Roses"



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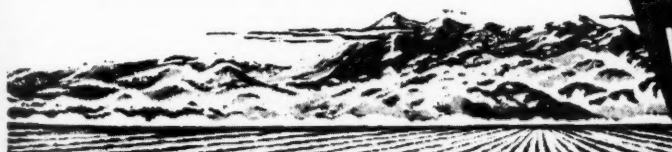
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"Seasoned Rosebushes"
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AMERICAN NURSERYMAN

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Editorial

EDUCATION COMMITTEE

The importance of the work which it may accomplish merits more than the passing notice given to the action of the A. A. N. board of directors at Cincinnati in approving the appointment of a special education committee to review several recent proposals in that field. One is to publicize the opportunities for a professional career in the nursery industry. Another is to emphasize the need for additional vocational training for persons interested in careers in the industry, and a third is to encourage and endorse supplementary vocational education programs.

The rapid expansion of the nursery industry and public interest in gardening in the past decade has made more apparent the inadequate number of persons being trained for either employment or positions of management in the nursery field. Horticultural departments in a small number of state colleges yield a few graduates annually, a meager force compared to the positions which are available or which could be made available. High schools and trade schools in some states have improved and enlarged the courses of training for young persons interested in horticulture, but there are not many of these altogether.

The majority of newcomers to this field, possessed of an earnest desire to get ahead in it, are older individuals who have been spurred by an interest in plants or gardening to engage in horticulture as a commercial occupation. These persons enter the industry in a variety of ways and largely through their own initiative, too often without any training except home gardening experience.

Undoubtedly the boom in the nursery business, accompanying the intense activity in home building, has won it more interest from young people, in school or college, and there is greater opportunity than before,

therefore, to recruit promising neophytes. A program by the national association to publicize the opportunities in this field would undoubtedly enhance this interest and induce still others to study for a nursery career.

To further such stimulus, effort should be made to develop the curricula offered by the colleges in various states, to bring them nearer the level of the now outstanding few, so that aspirants would be able to gain a thorough training that would yield them the results desired and produce the type of personnel nurserymen seek.

In addition, such a committee might encourage vocational training programs which would more adequately fit for work in this field the older persons who are desirous of engaging in it through an interest in gardening. Thus they might be converted from amateurs into valuable professionals in a shorter time than in the hard school of commercial employment.

The number and extent of the proposals along these lines indicate the need, recognized by the A. A. N. directors, and a committee can perform valuable service to the industry by converting some of these into practical programs.

GROWING AND PACKING

The greatly increased costs of transportation, whether by mail, express or freight, have stimulated the ingenuity of nurserymen and other growers to the great benefit of mail-order firms in this field, as well as other shippers of plants. The heavy wooden crates or boxes of plants packed in soil or shingle tow are largely a thing of the past. In their place are cardboard cartons and polyethylene wrap. The latter permits plants to be shipped bare root more extensively than before and to reduce the amount and weight of the soil about the roots if it is necessary.

Peat pots have made easier the shipping of small plants, as have containers made of other lightweight materials. Specially devised paper or cardboard wraps expedite passage through the mails or by express.

Growers have changed their composts to make them lighter and, at the same time, more retentive of moisture. The use of peat has expanded greatly, and more recently Styrofoam, perlite and similar materials have been mixed with moss, peat or humus to lighten the soil and

to retain moisture in pots and in shipment. Greenhouse growers, as well as merchandisers of house plants, have found that such additions ease watering problems. Stronger root systems are produced when plants are not overwatered and likewise insured from drying out if shipment is delayed.

Today more attention is paid by growers to the special soil composts for different types of plants recommended abroad and by research scientists at universities and experiment stations in this country. These composts are producing better stock more easily and quickly than the old hit-or-miss soils used. Hence the growers of stock have benefited from the research undertaken to expedite transportation.

TO AID SELLING

Continuing the play upon its initials, the California Association of Nurserymen has instituted a 4-page monthly publication called the Can Opener, which, it is announced, "uncaps and solves your merchandising and selling problems."

Along the lines of the merchandising bulletin sent to members by the A. A. N., the Can Opener proposes to give members merchandising and advertising ideas that have proved basically sound and ideas that can be employed in a nursery of practically any size. It is emphasized that the ideas and suggestions will produce no result if not carried out.

The first issue gives general advice on advertising and publicity, besides calling attention to the autumn merchandising event for C. A. N. members, called the Gardeners' Hoe-Down, a replica of the spring Can-Can Carnival. Not only will the association provide kits and display material at cost to members for the event, but a program of advertising in Sunday newspapers will give statewide support to individual efforts.

This emphasis on merchandising and sales is gaining wider attention in the nursery industry, particularly as volume production has been attained and the possibility of a let-down in general business affecting sales is feared. But at all times, good and bad, merchandising methods must be constantly studied by the operators of retail nurseries and garden centers, and all means of promoting sales, new and old, put to use for the profit of the individual enterprise and the advancement of the industry and horticulture at large.

The Mirror of the Trade

Costs and Marketing, Mail-Order Topics

Market Research Program, Handling Charges and Transportation Surveyed

By Fred H. Kilner

Discussions and talks at the annual convention of the National Mail Order Nurserymen's Association held August 8 and 9 at the Hotel La Salle, Chicago, Ill., were designed to provide ideas and information on how mail-order nurserymen can do a more profitable business in the years ahead.

Increasing expense of doing business focused the attention of the group on ways of cutting costs, providing added income and giving better service to customers. Registered at the meeting were 97 persons, who heard a report on the progress of the market research program initiated by the association last January.

At the annual election, Ted Korves, Plumfield Nurseries, Fremont, Neb., was elevated to the presidency of the N. M. O. N. A. John Logan, Stark Bros. Nurseries & Orchards Co., Louisiana, Mo., was chosen vice-president, while Roger Krider, Krider Nurseries, Inc., Middlebury, Ind., was re-elected secretary-treasurer.

Regional vice-presidents of the association who were elected are as follows: Eastern region, William Brando, Stern's Nurseries, Inc., Geneva, N. Y.; central region, W. J. Jung, J. W. Jung Seed Co., Randolph, Wis.; southern region, R. E. Brown, Goochland Nurseries, Inc., Pembroke, Fla., and western region, Ralph Shugert, Neosho Nurseries Co., Neosho, Mo.

President's Address

President Ken Tack, Jackson & Perkins Co., Newark, N. Y., called the opening session to order Monday morning, August 8, to deliver his address, which covered four subjects: The parcel post increase, the post office campaign against third-class mail, the market research program of the association and efforts to organize a fall festival promotion.

He related that, despite efforts to delay the increase in parcel post rates approved last November 17, the effective date remained at February 1 of this year. Since the mail-order nurserymen already had their catalogs in the mails, there was no chance to recover the increased costs by raising handling charges.

President Tack called the membership's attention to the post office department's campaign against third-class mail and related that there is a

report that the post office is about to start a test at Brooklyn, N. Y., where the local postmaster will urge people to refuse any third-class mail they do not want. If return postage is guaranteed, the post office will return the mail to the sender, otherwise the mail will be destroyed.

Delivering the treasurer's report, Roger Krider stated that the financial picture of the association remains about the same as it was last year, with a balance on hand of \$7,365.57, as of July 31. Reporting as chairman of the membership committee was Earl Ferris, Jr., Earl Ferris Nursery, Hampton, Ia., who stated that the number of active members is 97, with the number of associate members remaining at 35.

Reporting for the FTC advisory committee, Clark Kidd, Arp Nursery Co., Tyler, Tex., related that the American Association of Nurserymen does not have powers of enforcement of the fair trade practice rules. He urged all members to keep a watchful eye for deceptive advertising and do whatever they can to eliminate it.

He cited the cease and desist order against the Davey Rose Co., Tyler, Tex., pointing out that, while the investigation was initiated in October, the cease and desist order was not issued until July. Therefore, the company had benefit of a full season of deceptive advertising.

As work on the marketing research project of the N. M. O. N. A. was only initiated a few months ago, Max

Brunk, professor of marketing, Cornell University, Ithaca, N. Y., did not feel that sufficient time had elapsed to give a bona fide progress report. As he had stated to the membership before, he believes that 12 to 18 months will be needed to gather basic information relative to the industry and to the formulation of projects.

At the end of this time, Dr. Brunk stated, he will present the following: (1) A list of specific research projects, (2) alternative methods of attacking each problem, (3) the projected costs of making each study, (4) consideration of who might best sponsor or conduct each project, (5) an industry-wide expression of interest in each specific problem area and (6) an evaluation of the contribution each project can make to the industry in terms of benefits and relative costs.

Dr. Brunk related that he has been talking to many of the members during the past month and has assembled a collection of ideas on projects which the members would like to see undertaken. These he related as follows: (1) Establishment of a clearing house to exchange orders for purposes of reducing shipping charges; (2) negotiation for the exclusive use of certain varieties by mail-order houses to help meet mass-market competition, with a seal of exclusive use being established to assure the producer of a certain level of promotion in return; (3) tracing of selected

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Ken Tack (second from left), retiring president of the National Mail Order Nurserymen's Association, receives a framed past president's certificate from Ted Korves, newly elected president, while Roger Krider (left) re-elected secretary, and John Logan, the new vice-president, look on.

Mail-Order Trends Discussed During Chicago Meeting

By Fred H. Kilner.

A popular program feature of the annual convention of the National Mail Order Nurserymen's Association, held August 8 and 9 at Chicago, Ill., and reported elsewhere in this issue, was a panel discussion, "Trends in the Mail-Order Nursery Business," moderated by Ralph Shugert, Neosho Nurseries Co., Neosho, Mo.

Included on the panel were Wayne Ferris, Earl Ferris Nurseries, Hampton, Ia., John Kelly, Kelly Bros. Nurseries, Dansville, N. Y., W. J. Jung, J. W. Jung Seed Co., Randolph, Wis. and Kenneth Relyea, Farmer Seed & Nursery Co., Fari-bault, Minn. In an opening statement, Mr. Shugert pointed out that business appears to be good and the nation is spending more and more on recreational outlays. However, though the public is more suspicious of direct mail, higher operating costs make it necessary to attract many

new mail-order buyers. There should be an emphasis on service, he said, to gain the confidence of the public.

Mr. Relyea stated that people are forcing the mail-order business into the three S's—speed, service and satisfaction. Customers want prompt delivery of merchandise and like to have detailed printed instructions. They also want a 100 per cent guarantee. The public demands that material received be as it was advertised in the catalog. He suggested being as frank as possible in the mail-order catalog.

Another trend, said Mr. Relyea, is the increased cost of labor. If a higher minimum wage is put into effect, it will increase the payroll 8 per cent. Parcel post has already increased 22 to 26 per cent. Also, he believes, the cost of packing materials will increase.

There is a trend in the mail-order nursery trade to new modes of transportation, he continued. The United Parcel Service provides satisfactory transportation at lower rates than parcel post. He stated that his com-

[Continued on page 64]



Panel that discussed trends in the mail-order nursery business during the National Mail Order Nurserymen's Association Convention at Chicago, Ill.: Left to right (standing), Wayne Ferris, John Kelly and Ralph Shugert; (seated) W. J. Jung and Ken Relyea.

Explanation of Guarantees Heard in Washington Report

A most comprehensive and informative report on national activities that affect mail-order nurserymen was delivered at the final session of the annual convention of the National Mail Order Nurserymen's Association, held August 8 and 9 at Chicago, Ill., by Robert Lederer, A. A. N. legislative assistant.

He stated that, while this is not a boom year, it is a record year, according to the Secretary of Commerce. The records indicate, he said, that people will have money in their pockets in 1961 and that it is up to the nursery business to extract its share. Homes to be built this year total 1.2 million, only about 100,000 under the figure estimated earlier. In addition, there is a backlog potential in the 1.3 million units built last year.

While the new highways being built are not of much business inter-

est to mail-order nurserymen, the tremendous number of new communities that will spring up along these highways will certainly affect their business. In 1959, continued Mr. Lederer, there were 51,300,000 households in the United States with a population of 180,000,000. By 1970, estimates point to 61,100,000 households with a total population of 214,000,000.

Each household in the United States bought an average of \$7.58 worth of nursery stock in 1949. This same figure in 1959, taking into consideration only the increase in retail prices, was \$13.26. Thus, retail sales must have amounted to about \$715,000,000 in 1959. By 1970 the industry should be doing well over \$1,000,000,000 worth of business each year.

While the federal trade commission is well aware of the problem that

[Continued on page 91]



Robert F. Lederer

Michigan Conference at East Lansing

Sprays for Pests, Weed Control and Plants for Summer Interest Discussed

By Donald Kaupert

The 14th annual nursery and landscape conference sponsored by the department of horticulture, Michigan State University, in cooperation with the Michigan Association of Nurserymen, was held August 8 and 9 at East Lansing. Some 230 nurserymen, landscape contractors and garden center operators turned out for the conference, which featured both classroom and laboratory work on such varied topics as performance of different rose varieties at the university; a simplified program for the spraying of ornamentals; garden lighting; practical weed control, and shrubs, trees and vines of summer interest. Headquarters for the conference was the ultra-modern Kellogg Center, literally a hotel on a college campus, serving as a training center for students enrolled for the hotel management curriculum at Michigan State.

For the opening lecture of the conference, Dr. Richard Stinson, department of horticulture, spoke on "Performance of Rose Varieties at Michigan State University." Dr. Stinson said that M. S. U. uses a rating system similar to that of the American Rose Society, in which both the good points and the faults of each plant are considered.

Rose Ratings

He circulated a listing of ratings for new roses grown in the gardens at the university during the 1959 season. A scale from 1 to 10 is used, 1 being the lowest rating and 10 the highest.

The following are some of the higher-rated roses in their respective categories, with ratings and comments as given in the university list:

Hybrid tea roses: Angel Wings (8)—pleasing color, vigor varies; Arlene Francis (9)—holds color; Konrad Adenauer (8)—good color and vigor, floriferous; Peaceful (8)—good color, disease resistant, floriferous; Sterling Silver (8)—holds color, open plants; Tanya (9)—unusual color, vigorous, and Tiffany (8)—good color and fragrance, disease resistant.

Because of the limited numbers in their classification, there were only two grandiflora roses with ratings of 8 or better, Merry Widow (9)—excellent color and vigor, good keeping, and Queen Elizabeth (8)—excellent color and vigor, good keeping.

Among the floribunda roses, the

following received high ratings of 8 or better: Circus (8)—excellent color, fades in heat; Fusilier (9)—holds color, no petal burning; Heat Wave (8)—excellent color, good fragrance; Ivory Fashion (8)—excellent color and vigor, disease resistant, tends to produce few blooms between spring and fall flushes; Lavender Princess (8)—excellent color, free flowering; Moonsprite (9)—excellent color, vigor and habit; Pink Chiffon (8)—excellent color, free flowering, weak necks; Spartan (9)—excellent color and vigor, free flowering, and Wild-fire (8)—excellent color, continuous flowering.

Among the new roses being examined at the university this year, Dr. Stinson said that Burnaby, Duet, Garden Party and Hawaii are performing well.

A panel composed of Leslie Hedsten, William Mihelich & Sons, East Detroit, and Mrs. Pauline Campbell, Lansing Rose Society, with Dr. Stinson as moderator, named and briefly discussed its favorite rose varieties among hybrid teas, floribundas, grandifloras, climbers and miniatures.

Sprays for Pests

The next speaker on the morning agenda was Dr. Julius Hoffman, department of entomology, M. S. U., who presented material on a simplified spray program. Included in the literature that Dr. Hoffman gave to the group was a brochure containing

a formula for simplified spray recommendations for ornamentals. According to the brochure, the all-purpose spray will control most chewing and sucking insects and fungus diseases. However, supplementary treatments may have to be added for complete results. The formula is as follows: One and one-half pints 57 per cent malathion emulsion, plus two pounds 50 per cent DDT wettable powder, plus two pounds 50 per cent captan wettable powder in 100 gallons of water. The second week in May is generally early enough to apply an all-purpose spray, although there are exceptions to this point. Application should also be made during the first week in June and, finally, during the first week in July. Spraying should be done when the air is still and the temperature is above 65 and below 85 degrees Fahrenheit. The literature provided also cautioned the nurseryman to use care in applying sprays to plants, to prevent injury.

Recommendations

Dr. Hoffman said that aphids, mites, thrips, caterpillars, beetles and soil insects are the most prevalent pests. If a nurseryman has a special problem concerning one of these pests, it is better to use a chemical designed to eliminate that particular pest rather than to apply an all-purpose spray as previously cited. Dr. Hoffman circulated an illustrated

[Continued on page 108]



Panel that discussed flowering plants for summer interest at recent Michigan conference: Left to right, Prof. Clarence E. Lewis, Michigan State University; Alfred H. Goldner, Goldner-Walsh, Southfield, Mich., and John Light, Light's Tree Co., Richland, Mich.

Twin Cities Tours for Minnesotans

By Leon C. Snyder

Taking part in the first feature of the summer meeting of the Minnesota State Nurserymen's Association in the Twin Cities area, August 5 and 6, about 150 nurserymen and members of their families visited the trial grounds of Northrup, King & Co., Minneapolis, Minn., the morning of August 5. The tour was interrupted by a heavy rain, which continued through the noon hour. However, everyone enjoyed an excellent lunch served by the hosts, and many had a chance to see the grounds before and after the rain. The plantings were in excellent condition and contained all the new and standard varieties of annual flowers, as well as new vegetable varieties. Turf grass trials also interested the nurserymen.

In the afternoon, about 115 nurs-



Participants in the program of the summer meeting of the Minnesota State Nurserymen's Association: Left to right, Lawrence Bachman, Bachman's, Inc., Minneapolis, Minn., president, M. S. N. A.; Vincent Bailey, Bailey Nurseries, St. Paul, Minn., vice-president; Gordon Bailey, host; J. B. Baker, Jr., Baker Bros. Nursery, Fort Worth, Tex.; Ed Reid, Park Nurseries, St. Paul, secretary-treasurer, and Donald Wedge, Wedge Nursery, Albert Lea, vice-president.

erymen visited the fruit-breeding farm and new Landscape Arboretum of the University of Minnesota, at Excelsior Springs, and enjoyed a tour of the station.

Saturday, August 6, was a beautiful day, and many nurserymen took advantage of the invitation extended by J. V. Bailey Nurseries, St. Paul, to visit the establishment. Approximately 300 persons were served lunch on the spacious grounds of the home of Gordon Bailey. Twenty guides

conducted groups through the greenhouse, storage buildings and nursery. The tour of the nursery took nearly three hours and included the propagating beds, the container-grown stock area and the several farms, where stock was seen in various stages of development. The quality of all the plants evidenced the excellent care they receive.

This program was declared the best summer feature that had been planned for the association.

All-America Camellias for 1961

King's Ransom and Bonnie Marie, two new japonica varieties, share honors as winners of the 1961 All-America Camellia Selections award. Noting that this is the first time it has given the annual award to more than one variety, A. A. C. S. describes the 1961 winners as follows:

King's Ransom, originated at Magnolia Gardens, near Charleston, S. C., is a pale pink *C. japonica*. Though its parentage is not known, it bears a definite resemblance to the noted Debutante. Blooms, averag-

ing four and one-half inches in size, are of loose peony form. Habit of growth is upright; foliage is serrated; growth is more rapid than that of most camellias, and both plant and flower have proved hardy.

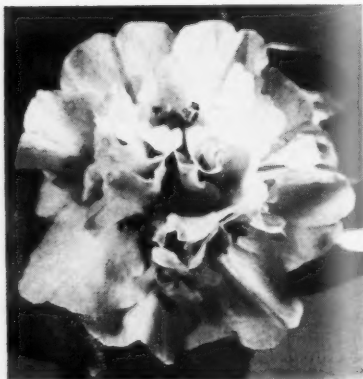
It seems to do equally well in shade or sun. King's Ransom begins blooming about the time Debutante finishes, and Debutante generally is considered as among the early blooming varieties. The flower color tends to deepen rather than fade.

Bonnie Marie is the result of a

cross between *C. japonica* and a selected clone (*C. saluenensis* x *C. cuspidata*). A handsome, upright, bushy plant, it is thickly covered with large glossy leaves of rich green, and more hardy than most other species. Plants have bloomed normally after exposure to temperatures of 10 degrees above zero, but some protection, such as mulching during the winter months, is suggested for areas where temperatures are that low or lower.

Bonnie Marie was developed by James Rare Plant Nursery, Aptos, Calif. In the San Francisco area, the new variety blooms over an unusually long period, from mid-November through April. The 4 to 5-inch flowers, a delicate shade of phlox pink, are borne over the entire plant. Flower formation is variable. Early blossoms are semidouble, with a few petals extending through a mass of bright golden stamens. Later blooms, considered more typical, are of anemone form, with a mass of petaloids in the center.

The plant will tolerate full sun, except in areas of very low humidity, or full shade. It stands pruning and may be used as a single specimen, tubbed for patio or porch or trained as an espalier against a wall or fence. The blooms are excellent as cut flowers.



Camellia Bonnie Marie



Camellia King's Ransom



Phlox Starfire



Aster Crimson Brocade



Rudbeckia Goldquelle

Perennials—Here and Abroad

By Robert Bennerup

The perennial business has probably changed more than any other phase of the nursery industry since the end of the war. Some people say that perennials are losing their popularity and that petunias and other annuals will gradually take over their place in gardens. This may or may not be true; my personal belief is that their popularity is as great as ever and is constantly being stimulated by articles in the garden pages of newspapers and in the garden magazines.

It is, however, getting to be a problem for the home gardener to obtain worthwhile plants except through the mail-order catalog. It is the local nurseryman and garden center operator who is lacking in interest; he is busy selling yews, shade trees and other items that build up his volume more rapidly and give him greater profits.

All too often his selection of perennials, if any, consists of a few baskets or wrapped plants of the most common varieties; so if Mrs. Brown reads a glowing description by Gisela Grimm of *Phlox decussata* Fairy's Petticoat, and rushes down to her local nurseryman, she most likely will come home with a basket of dwarf sweet william.

Time and Resources Lacking

The landscape nurseryman is not very cooperative, either. With him it is mostly a matter of dollars and cents; he could buy his hardy plants freshly dug from the grower and he could include rock gardens and perennial borders in his plans—and

don't think he is not asked—but he simply does not have the time, the interest nor the manpower.

Now, this is a sad state of affairs. Here we have a group of plants, popular and desirable, which for various reasons we find it difficult to get into the hands of the home gardener, except, of course, through the mail-order house, which is usually many miles away and, because of shipping hazards, not always satisfactory.

Before the war there were many retail and wholesale perennial nurseries, not only in New England, but all over the country; in addition, most well-known nurseries had their own perennial department. An extensive list of varieties was grown, and everyone kept up with the new introductions.

Today there are few perennial growers left. Most of them have changed over and are growing something else; others simply have ceased to exist.

Unfortunately, perennials and rock garden plants do not lend themselves to mass production, but require the care of skilled workers, and this kind of labor is hard to come by these days; so many growers had to look for a crop with a greater margin of profit.

As I noted before, perennials are popular, and people are looking for places to buy them; so I should suggest that retailers carry a good selection in their nursery or garden center. I am sure it will bring additional customers and profits. Perennials should be available in separate colors

or, better yet, in named varieties; also a few novelties should be offered. Many times people have read about them and are delighted to find them locally.

Potting Is Best

I believe the best way to handle hardy plants is to buy them in the fall or early spring and pot them up in 5½-inch perennial pots, using an extremely light soil and treating them somewhat like potted roses. It is also possible to heel them in, in a frame, but it is much easier to sell them from the pots. If there is room for a small perennial border, it will help display the plants and also extend the season. There is no loss if the plants are potted; if they are not sold in the spring, they can be sold in the fall.

In selecting varieties one should ask a wholesaler for advice. Perennials do not sell in equal quantities, and a supplier will know in what proportion they should be bought. Not all perennials can be potted successfully in the fall; biennials like foxgloves, Canterbury bells or plants with leafy foliage respond better if potted in the spring.

Peonies, bleeding hearts, mertenias and poppies, on the other hand, should be potted in the fall. If the retail nursery is not too far from the grower, he will most likely supply the plants already potted. In many cases he will also design and plant perennial borders in a nursery customer's garden if the bed is already prepared.

At Sunny Border Nurseries, at

[Continued on page 70]

Sorting the Woody Ornamentals

Cotoneasters Useful For Varied Shrub Forms And Ornamental Fruits

By Donald Wyman

Horticulturist, Arnold Arboretum

The cotoneasters are all shrubs, some prostrate and but a few inches high, others tall and vigorous, growing to 18 feet or more in height. Recent work at the Arnold Arboretum by Mrs. Karl Sax has shown that most species will come true from seeds, even though collected from many species growing together in a crowded collection.

Natives of northern Asia, the Himalayan area and (a few) of Europe, the cotoneasters grow best in full sun. Flowers in general are small and white, in some species borne singly or in twos or threes, and in others in flat clusters one or two inches in diameter.

There are a few species, like *Cotoneaster multiflora*, that make a show when they are in bloom, but these plants are mostly valued for their red or black fruits. These vary in size; most are about a quarter of an inch in diameter and are borne like the

flowers, singly or in twos or threes in some species, and in bunches of eight to 10 or more in others.

Subject to Pests, Disease

In England many cotoneasters are highly esteemed, and there are several which thrive in plantings along the highways, but unfortunately in America they can have several troublesome pests which may prove difficult to combat. Being closely related to apples, pears and hawthorns, they, too, are susceptible to fire blight, borers, lace bugs and red spiders.

In some areas, none of these pests may be prominent, but in others, one or more of them may be so bad as to limit the number of cotoneasters planted. The plants in the Arnold Arboretum are frequently troubled with lace bugs and red spiders and occasionally are infected with fire blight.

Sometimes the fire blight can be



Cotoneaster Bullata Floribunda

controlled. The old-fashioned method used to be to spray with lime-sulphur, but now some of the antibiotics available show promise of control on apple trees and may work on cotoneasters as well. In any event, the cotoneasters as a group are used for their ornamental fruits, for their interesting forms or habits of growth and some for their evergreen foliage.

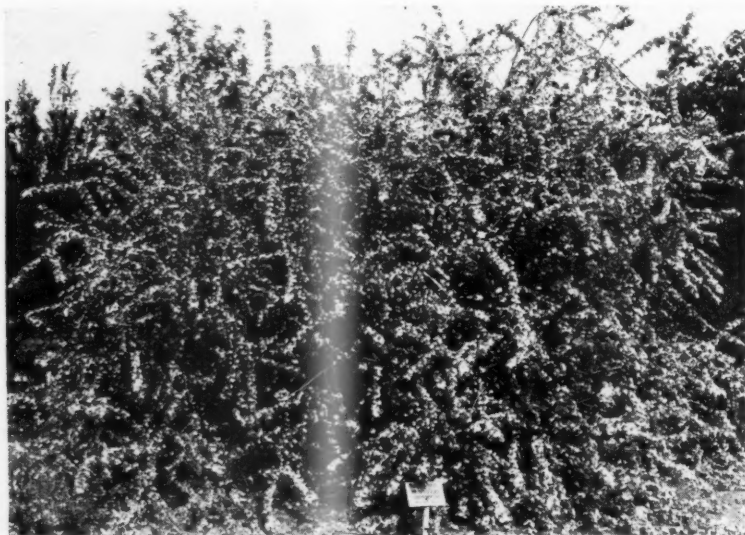
Black Fruits Lessen Value

There are many of the cotoneasters with black fruits. These, with one or two exceptions, are not easily seen in the fall when the foliage is still present. Hence, most black-fruited cotoneasters have little ornamental merit.

They may be vigorous growers and some may make fine shrubs, but, since all cotoneasters are susceptible to the disease or insect pests mentioned, it does not seem wise to grow some of the deciduous (and black-fruited) forms, when other kinds of shrubs not subject to disease and insect attack will do just as well, i.e., viburnums, forsythias and honeysuckles.

Consequently, in the list suggested for discard because of a lack of ornamental value, a majority of the black-fruited forms appear. Fifty-three species and varieties are offered by American nurseries, and over 60 are being grown in the collections of the Arnold Arboretum.

It should be pointed out that in the following recommended list only 26 are suitable for being grown in the northern United States. By glancing through this listing one can quickly select the lower-growing types, which are the more popular. There are other tall red-fruited



Cotoneaster Racemiflora Soongorica

The illustrations accompanying this article were made from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.

shrubs which can be used in place of cotoneasters and which are not susceptible to disease and insect pests.

Recommended Cotoneasters

Following the name of each recommended species or variety appear its natural height at maturity expressed in feet, its hardiness zone, its place of origin and, in some cases, its common name. The hardiness zones are those given in the author's book, "Shrubs and Vines for American Gardens."

C. adpressa: Prostrate habit, Z 4, W. China, creeping cotoneaster—This deciduous shrub is one of the slowest growing of the dwarf cotoneasters, the 57-year-old plant at the Arnold Arboretum being only one foot tall and four feet across. The red fruit is about three eighths of an inch in diameter. There is a cultivar in Holland recently named Little Gem supposed to be of "very dense, prostrate and attractive habit," but flowers and fruit are unknown and I have not seen the plant.

C. a. praecox: 3, Z 4, early cotoneaster—Faster growing than the species, moundlike in habit, with red fruit half an inch in diameter. Sometimes referred to as Nan-Shan.

C. apiculata: 3, Z 4, W. China, cranberry cotoneaster—Similar to *C. horizontalis* but with larger leaves and larger fruit. This has been much overlooked in landscape planting. It is a most desirable plant.

C. bullata floribunda: 6, Z 5, China, Vilmorin cotoneaster—More flowers (and fruit) in each cyme than in the species, hence it is recommended in preference. The fruit is bright red in clusters of 10 to 30 berries, each one third of an inch in diameter. A deciduous, tall, vigorous, upright-growing shrub.

C. buxifolia: 2, Z 6, India, box cotoneaster—A low compact evergreen with a brilliant display of orange red berries.

C. congesta: 3, Z 6, Himalayas—A creeping, low, dense evergreen, with bright red fruit about one quarter of an inch in diameter. It closely resembles *C. microphylla*, but, as its name implies, its habit is dense, with short, stubby branches making a compact rounded mound.

C. conspicua: 3, Z 6, W. China, wintergreen cotoneaster—Evergreen, spreading, with scarlet fruit about one third of an inch in diameter.

C. c. decora: Prostrate, necklace cotoneaster—Excellent for covering banks and also very close to certain forms of *C. microphylla*.

C. dameri (humifusa): Prostrate, Z 6, central China, bearberry cotone-



Cotoneaster Multiflora

aster—An excellent evergreen ground cover, growing flat on the ground and rooting along its stems, but it is not thoroughly hardy at Boston. The red fruit is about one quarter of an inch in diameter. Excellent for gardens in the northwest Pacific coast area.

C. dielsiana: 6, Z 5, central China, Diel's cotoneaster—Somewhat similar in general landscape effect to *C. zabeli*; both have gracefully arching branches, red fruits and deciduous foliage.

C. divaricata: 6, Z 5, central China, spreading cotoneaster—One of the handsomest in fruit, with bright red berries one third of an inch in diameter and deciduous foliage turning orange to reddish in the

fall. Also one of the most popular of the shrubby types.

C. foveolata: 9, Z 4, central China, glossy cotoneaster—An upright, deciduous, vigorous shrub, one of the few recommended with black fruit. The glossy leaves turn red to orange in the fall.

C. francheti: 6, Z 6, W. China, Franchet cotoneaster—With semi-evergreen, gray-green foliage; one of the few with orange-scarlet fruit, which is about one quarter of an inch in diameter.

C. frigida: 18, Z 7, Himalayas, Himalayan cotoneaster—Apparently not much grown in America for some reason, but valued in the moist cli-

[Continued on page 50]



Foliage of Different Cotoneaster Species

1. Horizontalis. 2. Adpressa Praecox. 3. Adpressa. 4. Multiflora. 5. Racemiflora Soongorica.



Included in the summer meeting of the Indiana Association of Nurserymen was a visit to Charles Fiore Nurseries, Inc., Prairie View, Ill. Host John Fiore (left) here shows a sample of topiary work to I. A. N. President James Maschmeyer (center) and Vice-President Howard Garr. The Hatfield yew is trimmed to a Lazy Susan form.

Indiana Nurserymen Visit Arboretum, Tour Nurseries

By Donald Kaupert

A group of about 150 members of the Indiana Association of Nurserymen and their families spent an enjoyable two days in their neighboring state of Illinois on August 1 and 2. The event was the annual I. A. N. summer meeting and included tours of the Morton Arboretum at Lisle, Ill., and visits to the Matt Tures & Sons Nursery, Roselle, and the Charles Fiore Nurseries, Inc., Prairie View. A highlight of the event was a demonstration of the age-old art of topiary at the Fiore Nurseries, one of two firms still doing this type of work in the United States.

The first day was devoted to touring the Morton Arboretum, established by Joy Morton, son of J. Sterling Morton, founder of Arbor day and the Morton Salt empire.

The original site was a tract of partly wooded land adjoining the Morton home and has since been increased to 1,375 acres.

Approximately 4,800 species, varieties and hybrids of the woody plants of the world are included in the living plant collection, with the ultimate aim being to grow every tree, shrub and vine able to survive in the climate of northern Illinois.

Plantings are arranged according to three classifications: (1) Systematic groups defined by botanical relationships, (2) geographical

groups according to native habitats and (3) ornamental plantings to create landscape effects.

Conducted Tours

Three separate tours of various sites at the arboretum were conducted under the auspices of Lowell Kammerer, curator of collections;



James Maschmeyer (left) president of the Indiana Association of Nurserymen, and Harold Bohling, program chairman of the group's summer meeting held at the Morton Arboretum, Lisle, Ill., inspect a Washington hawthorn hedge during a tour of the arboretum grounds.

Roy M. Nordine, propagator, and Walter E. Eickhorst, assistant curator of collections.

Mr. Nordine took one group through the Thornhill building, where the arboretum's educational program in nature studies is conducted for the benefit of parents and children from every section of the state. The building, which was completed in 1942 on the site of the Joy Morton residence, contains a lecture room with a seating capacity of 250, fully equipped for showing films; a laboratory, and an exhibition hall, in addition to classrooms and offices.

The basement of the building contains miniature tree displays of varieties native to Illinois and surrounding areas. Also displayed are examples of plant diseases prevalent in the region.

Next, Mr. Nordine conducted the group through the greenhouse and plant propagation area. The recently built greenhouse contains the most modern facilities available, including specially constructed benches to accommodate the persons attending classes at the arboretum.

In the plant propagation beds, all materials are thoroughly tested before they are planted out in the arboretum. Mr. Nordine said that a plant has to perform with excellence in growth habits and hardiness before it receives the recommendation of the arboretum. Each year as many as 10 or 12 new varieties of a particular plant classification are tested.

While passing through an area devoted to ground covers, Mr. Nordine pointed out several plots planted to pachistima, which he stated is the best of the ground covers available for northern Illinois.

Finally, the group was conducted through a section planted to dwarf shrubs, some of which were planted 20 years ago. Among the specimens viewed were Crimson Pygmy barberry, dwarf mulberry and a dwarf spirea that Mr. Nordine said blooms well.

The second tour on the Indiana nurserymen's itinerary was conducted by Mr. Kammerer and covered the arboretum's hedge gardens, where approximately 150 examples of trimmed hedges are growing side by side. The hedge garden affords an unequalled opportunity for the would-be planter to observe and compare firsthand the effects of formal clipping upon a wide variety of woody plants. In addition to the clipped hedges, the garden contains nearly 50 examples of unclipped materials.

The arboretum performs a service
[Continued on page 59]

Mechanized Operation Viewed at California Open House

By Richard B. Kilner



Shown above in the new office building of the Oki Nursery, Sacramento, Calif., during the firm's open house celebration are (left to right) George and Dick Oki and guests Jack Veyna, Orange County Nursery, Norwalk, and Henry Ishida, Union Nursery, Gardena.

The Oki Nursery, Sacramento, Calif., held an open house August 8 to 10, welcoming the trade to inspect its new modern operation. Dick and George Oki staged the open house in cooperation with the Sacramento chamber of commerce's plan to hold its first industry-wide wholesale open house.

Wholesale firms in the area invited retailers, dealers and other trade members to see what the Sacramento area has to offer in comparison with the San Francisco bay area, to which the buyers usually look for their needs.

The Oki Nursery rolled out the red carpet in a grand style for its nurserymen visitors, who were invited to tour the 50-acre establishment. The modern new office building, propagation techniques and the mechanized

system of planting stock in containers were aspects of the nursery operation that drew most interest and comment.

Wives and children were invited, and a swimming pool and movies were available for their entertainment. Refreshments were served around the pool.

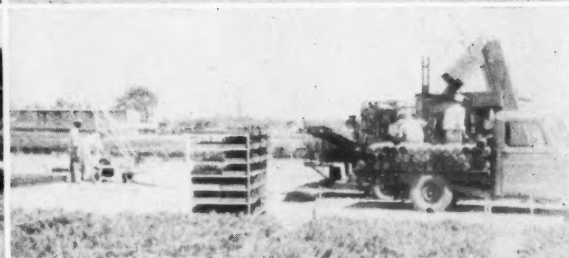
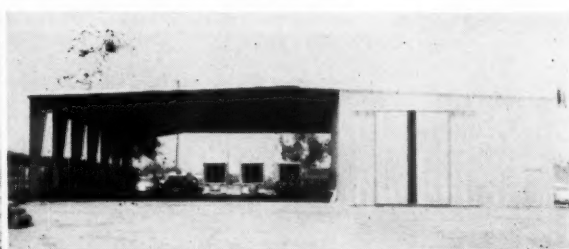
Suppliers were invited to participate by exhibiting their products during the 3-day affair. They occupied a place in the huge structure that will be the planting shed.

George Dobbins, general manager, and the Oki brothers took pride in showing their visitors around their new operation, which incorporates many advanced nursery practices, although there are plans under way for additional improvements. Interest in the methods of operation em-

ployed was evidenced by the constant group of observers around the mechanical planting operation.

SARATOGA SYMPOSIUM

The fourth annual street tree symposium of the Saratoga Horticultural Foundation will be held September 28 in the new Saratoga high school, Saratoga, Calif., the grounds of which were designed by George E. Martin, landscape architect of the Santa Clara valley. There will be an opportunity to view the grounds, and there will also be guided tours of the Saratoga Horticultural Foundation. The general topic of the symposium, which will be moderated by Sam Setencich, parks superintendent of Fresno, Calif., will be "Street Tree Management."



Top left: New office building of the Oki Nursery, Sacramento, which includes a meeting room with kitchen facilities on the upper floor. Top right: Suppliers' exhibits at the nursery's open house were displayed in the new planting shed. Bottom left: The parking lot and some of the firm's container stock, as seen from the deck of the office building. Bottom right: The mechanized container-planting system employed by the Oki Nursery drew many interested observers.

Rhode Island Nurserymen View University Research

By Harrison L. Flint

More than 75 nurserymen and other interested persons attended the 1960 nurserymen's day program at the University of Rhode Island, Kingston, August 3. Sponsored by the university and the Rhode Island Nurserymen's Association, the program began with registration and coffee, after which tours were conducted through Woodward Hall, the university's new agricultural science laboratory.

At the turf grass research laboratory, Edward Rice, graduate assistant, described studies dealing with accurate measurement of root growth of grasses at different depths in the soil. He demonstrated a technique whereby soil profiles are taken and roots are loosened from the soil with detergents and removed by washing and sieving. Better methods are needed, he stated, for evaluating the results of aeration and soil conditioning treatments in turf grass.

Jack W. Caddick, associate professor of horticulture, met the groups in the new landscape design teaching laboratory. He showed several landscape plans drawn by students in his courses and described the objectives of the landscape design-nursery management curriculum.

Ralph Kurtzman, assistant professor of plant pathology and entomology, told of work in progress in his laboratory on the use of systemic

chemicals for controlling Dutch elm disease. He showed the nurserymen a specimen of *Zelkova serrata*, a tree that has been suggested by some plantmen as a possible substitute for American elm. *Zelkova* possesses some resistance to the disease and is somewhat similar in habit to the elm.

John B. Smith, head of the department of agricultural chemistry, escorted the nurserymen through the research laboratories and described some of the work under way. At the soil-testing laboratory, Milton Salomon, professor of agricultural chemistry, and Richard Parry, a senior in agricultural chemistry, demonstrated some of the tests used and answered questions on the value and limitations of nursery soil testing.

View New Facilities

John J. McGuire, junior research assistant in horticulture, showed new facilities for controlled temperature studies. Included are four walk-in refrigerators and two constant-temperature rooms. Studies of environmental influence on hardiness are being set up in some of these rooms. In addition, three freezers equipped for close temperature control are being used for storage and cold tolerance studies with woody ornamental plants.

After the tour, open house was held at several outdoor experimental

areas. Experiments in progress at the nursery research area were explained by Harrison L. Flint and John J. McGuire. More than half of the 5,000 container-grown plants seen are being used in fertilization studies to determine the following: (1) Optimum soil nitrogen and potash levels for different nursery crops, (2) the feasibility of adding all nutrients in slowly available form at planting, (3) optimum amounts of superphosphate and kinds and amounts of liming materials to be included in the growing medium for different crops and (4) the best methods of supplying microelements.

Other studies seen in progress included overwintering of container-grown stock, storage of softwood cuttings, overwinter storage of rooted cuttings and market technology for container-grown plants. The last-named study includes research on growing media; starting size of plant; transplanting, both into containers and on the property, and performance of container-grown plants after planting on the home property.

Dutch Elm Experiments

At the experimental plots at Peckham Farm, studies of two serious disorders of plants were seen. Ralph Kurtzman showed a planting of young American elm trees that have been inoculated with the Dutch elm disease organism and subjected to different treatments with a systemic chemical. These treatments appear to show some promise, but results are not conclusive at present.

Irene H. Stuckey, head of the department of plant physiology, showed plantings of *Taxus cuspidata nana*, where studies are in progress to de-

[Concluded on page 102]



George Stessel, University of Rhode Island, demonstrates a core sampling tube used in nematode survey and soil analysis work during the nurserymen's day program sponsored by the university and the Rhode Island Nurserymen's Association.



A tour of the university's experimental areas featured on the nurserymen's day program was conducted by Harrison L. Flint, department of horticulture, shown here pointing out results of pH and microelement studies with container-grown stock.

Feature Rosedom's Royal Family

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						Per 100	Per 1000	
No. 0	5 1/4 ins.	5 ins.	6 ins.	200	210 lbs.	\$4.25	\$40.00	F.O.B. Kansas City.
No. 1	6 1/2 ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	
No. 2	9 1/4 ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	
No. 4	13 ins.	12 ins.	25	133 lbs.	25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$231.00.		

SEND THIS COUPON for a sample set of Cloverset Pots

Cloverset Farm

Dept. AN 90

10550 Wornall Rd. Kansas City 14, Mo.

☐ I enclose 50c; send sample set of Cloverset pots (limit, one set).

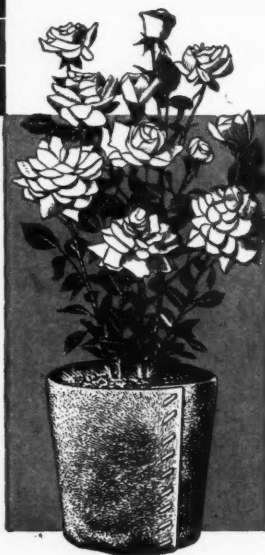
☐ Send information FREE on how to use Cloverset pots for greater profits!

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HERE'S WHY CLOVERSET POTS ARE SUPERIOR TO OTHERS . . .

- 1 Lasts a full year or more in sales frame.
- 2 Contains roots safely within the soil ball; permits transplanting any time.
- 3 Has adequate bottom opening for good drainage without waterlogging; no gravel necessary.
- 4 Rests on wide bottom; no blowing over in the frames.
- 5 Available in sizes to accommodate stock of any salable size.
- 6 Is neat and uniform in appearance, an asset to the sales area.
- 7 Tough enough to permit easy handling in potting shed and frame.
- 8 Easy for customers to remove—at once, a week later or even a month after they take stock home.
- 9 Lightweight (but with all these qualities) to save on freight costs.
- 10 . . . and sufficiently low priced so that it may be given away with the plant.

COMING EVENTS

MEETING CALENDAR

September 7 and 8—Kansas Association of Nurserymen, annual meeting, Kansas State University, Manhattan, Kan.

September 11 to 13—Montana-Wyoming Turf and Nursery Association, annual convention, Florence hotel, Missoula, Mont.

September 15 to 16—Alabama nurserymen and landscape gardeners, short course, Ornamental Horticulture Greenhouses and Duncan Hall, Auburn University, Auburn, Ala.

September 15 to 17—Louisiana Association of Nurserymen, Inc., annual convention, Blackham Coliseum, Southern Louisiana Institute, Lafayette, La.

September 19 to 21—Indian summer session for northwest nurserymen, Gearhart hotel, Gearhart, Ore.

September 20 to 22—California Association of Nurserymen, annual convention, Yosemite, Calif.

October 2 to 4—Oklahoma State Nurserymen's Association, annual convention, Lake Texoma Lodge, Kingston, Okla.

October 14 to 16—Western states plant propagators, organization meeting and program, Asilomar, Calif.

October 15 and 16—Florida Nurserymen and Growers Association, annual trade meet, Florida Citrus building and Haven hotel, headquarters, Winter Haven, Fla.

November 10 to 12—American Horticultural Society, 15th annual congress, Huntington - Sheraton hotel, Pasadena, Calif.

CALIFORNIA SCHEDULE

The Ahwanee hotel, Yosemite, Calif., will be the headquarters for the annual convention of the California Association of Nurserymen, September 20 to 22.

In addition to the business sessions and speakers listed on the program, a special play day has been arranged for September 21, featuring such activities as baseball, golf, tennis, swimming, horseshoes and cycling.

Details of the 3-day schedule follow:

SEPTEMBER 20

10 a.m.—Call to order by President Jack Schneider, Indian room; welcome address and response.

10:30 a.m.—President's report.

10:50 a.m.—Executive secretary's report.

11:30 a.m.—"Department's Report to the Nurserymen," by William Warne, director of the California state department of agriculture.

11:45 a.m.—Committee reports.

12:30 p.m.—Lunch. "The World We Are Living In Today," by Patrick J. Jillings, attorney.

2:30 p.m.—Committee reports.

3 p.m.—"Where Does the Nurseryman

[Continued on page 22]

	Each Per 10	Each Per 100		Each Per 10	Each Per 100		Each Per 10	Each Per 100
<i>Abelia grandiflora</i>			<i>Ilex crenata repandens</i>			<i>Lonicera yunnanensis</i>		
2 to 3 ft.	\$1.25	\$1.00	12 to 15 ins.	\$1.25	\$1.00	15 to 18 ins.	\$1.20	\$1.00
<i>Anise (Illicium)</i>			15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.50	1.25	18 to 24 ins.	2.00	1.75	<i>Loropetalum chinensis</i>		
3 to 4 ft.	2.25	2.00	24 to 30 ins.	2.25	2.00	15 to 18 ins.	1.15	1.00
<i>Barberry, julianae</i>			<i>Ilex crenata rotundifolia</i>			18 to 24 ins.	1.40	1.25
15 to 18 ins.	1.75	1.50	12 to 15 ins.	1.15	1.00	24 to 30 ins.	1.75	1.50
18 to 24 ins.	2.25	2.00	15 to 18 ins.	1.40	1.25	<i>Magnolia alexandrina</i>		
<i>Boxwood, harlandi</i>			18 to 24 ins.	1.65	1.50	4 to 5 ft.	3.75	3.50
8 to 10 ins. . . . .	.85	.75	24 to 30 ins.	2.25	2.00	<i>Magnolia glauca</i>		
10 to 12 ins.	1.15	1.00	30 to 36 ins.	3.00	2.75	2 to 3 ft.	1.75	1.50
12 to 15 ins.	1.40	1.25	3 to 4 ft.	4.00	3.50	3 to 4 ft.	2.25	2.00
15 to 18 ins.	1.65	1.50	<i>Ilex crenata rotundifolia, pyramids</i>			4 to 5 ft.	2.75	2.50
<i>Boxwood, sempervirens</i>			24 to 30 ins.	2.25	2.00	5 to 6 ft.	3.50	3.25
12 to 15 ins.	1.40	1.25	30 to 36 ins.	3.25	3.00	6 to 8 ft.	5.50	5.00
15 to 18 ins.	2.25	2.00	3 to 4 ft.	4.50	4.00	<i>Magnolia grandiflora</i>		
18 to 24 ins.	2.75	2.50	<i>Ilex glabra</i>			2 to 3 ft.	1.75	1.50
<i>Boxwood, welleri</i>			15 to 18 ins.	1.20	1.00	3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.40	1.25	18 to 24 ins.	1.75	1.50	4 to 5 ft.	2.75	2.50
15 to 18 ins.	2.00	1.75	24 to 30 ins.	2.75	2.50	5 to 6 ft.	5.50	5.00
<i>Camellia sasanqua</i>			30 to 36 ins.	2.75	2.50	6 to 8 ft.	8.25	7.50
(Usu Beni-Kantsubaki)			<i>Ilex opaca, seedlings</i>			<i>Magnolia rustica rubra</i>		
24 to 30 ins.	2.25	2.00	2 to 3 ft.	1.75	1.50	4 to 5 ft.	3.75	3.50
<i>Cleyera japonica</i>			3 to 4 ft.	2.75	2.50	<i>Magnolia soulangiana</i>		
15 to 18 ins.	1.20	1.00	4 to 5 ft.	3.75	3.50	2 to 3 ft.	2.00	1.75
18 to 24 ins.	1.75	1.50	5 to 6 ft.	5.50	5.00	3 to 4 ft.	2.75	2.50
<i>Elaeagnus fruitlandi</i>			<i>Ilex opaca Arden</i>			4 to 5 ft.	3.50	3.25
2 to 3 ft.	1.25	1.00	2 to 3 ft.	2.25	2.00	5 to 6 ft.	4.50	4.00
3 to 4 ft.	1.75	1.50	<i>Ilex Croonenburg</i>			6 to 8 ft.	5.50	5.00
<i>Elaeagnus simoni</i>			2 to 3 ft.	2.25	2.00	<i>Magnolia soulangiana nigra</i>		
2 to 3 ft.	1.25	1.00	3 to 4 ft.	3.25	3.00	3 to 4 ft.	2.75	2.50
3 to 4 ft.	1.75	1.50	4 to 5 ft.	4.25	4.00	<i>Magnolia stellata</i>		
<i>Euonymus alatus compactus</i>			5 to 6 ft.	5.25	5.00	18 to 24 ins.	2.00	1.75
18 to 24 ins.	1.50	1.25	<i>Ilex East Palatka</i>			2 to 3 ft.	3.00	2.50
24 to 30 ins.	1.75	1.50	2 to 3 ft.	1.75	1.50	3 to 4 ft.	4.50	4.00
30 to 36 ins.	2.25	2.00	3 to 4 ft.	2.75	2.50	<i>Nandina domestica</i>		
<i>Euonymus coloratus</i>			4 to 5 ft.	3.75	3.50	15 to 18 ins. . . . .	.90	.75
18 to 24 ins.	1.25	1.00	5 to 6 ft.	5.50	5.00	18 to 24 ins.	1.20	1.00
24 to 30 ins.	1.50	1.25	<i>Ilex opaca fosteri</i>			24 to 30 ins.	1.50	1.25
30 to 36 ins.	2.25	2.00	2 to 3 ft.	2.25	2.00	30 to 36 ins.	1.75	1.50
<i>Euonymus fortunei erectus</i>			3 to 4 ft.	3.25	3.00	<i>Nandina domestica, dwarf</i>		
15 to 18 ins.	1.25	1.00	4 to 5 ft.	4.25	4.00	15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.50	1.25	<i>Ilex howardi</i>			18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.70	1.50	2 to 3 ft.	2.25	2.00	<i>Osmanthus aquifolium</i>		
<i>Euonymus japonicus</i>			3 to 4 ft.	3.25	3.00	18 to 24 ins.	1.50	1.25
18 to 24 ins.	1.15	1.00	4 to 5 ft.	4.25	4.00	<i>Osmanthus fortunei</i>		
24 to 30 ins.	1.70	1.50	5 to 6 ft.	5.25	5.00	18 to 24 ins.	1.50	1.25
30 to 36 ins.	2.25	2.00	<i>Ilex Hume No. 2</i>			24 to 30 ins.	1.75	1.50
<i>Euonymus patens</i>			2 to 3 ft.	2.25	2.00	30 to 36 ins.	2.25	2.00
18 to 24 ins.	1.20	1.00	3 to 4 ft.	3.25	3.00	<i>Photinia serrulata</i>		
2 to 3 ft.	1.75	1.50	4 to 5 ft.	4.25	4.00	18 to 24 ins.	1.20	1.00
3 to 4 ft.	2.25	2.00	<i>Ilex Reynolds</i>			2 to 3 ft.	1.75	1.50
<i>Euonymus radicans,</i>			2 to 3 ft.	2.25	2.00	<i>Viburnum burkwoodi</i>		
several selected types			3 to 4 ft.	3.25	3.00	18 to 24 ins.	1.50	1.25
15 to 18 ins.	1.20	1.00	4 to 5 ft.	4.25	4.00	24 to 30 ins.	1.75	1.50
18 to 24 ins.	1.50	1.25	<i>Ilex Taber</i>			30 to 36 ins.	2.25	2.00
24 to 30 ins.	1.75	1.50	3 to 4 ft.	3.25	3.00	3 to 4 ft.	2.75	2.50
<i>Ilex cassine angustifolia</i>			4 to 5 ft.	4.25	4.00	<i>Viburnum chenaulti</i>		
3 to 4 ft.	3.50	3.00	5 to 6 ft.	5.25	5.00	18 to 24 ins.	1.50	1.25
4 to 5 ft.	4.50	4.00	<i>Ilex vomitoria</i>			24 to 30 ins.	1.75	1.50
<i>Ilex cornuta burfordi</i>			15 to 18 ins.	1.15	1.00	30 to 36 ins.	2.25	2.00
15 to 18 ins.	1.20	1.00	18 to 24 ins.	1.40	1.25	3 to 4 ft.	2.75	2.50
18 to 24 ins.	1.50	1.25	24 to 30 ins.	1.75	1.50	<i>Viburnum juddi</i>		
24 to 30 ins.	1.75	1.50	30 to 36 ins.	2.25	2.00	18 to 24 ins.	1.50	1.25
30 to 36 ins.	2.50	2.25	<i>Ilex vomitoria Pride of Houston</i>			30 to 36 ins.	2.25	2.00
3 to 4 ft.	3.50	3.00	18 to 24 ins.	1.40	1.25	<i>Viburnum rhytidophyllum</i>		
<i>Ilex cornuta femina</i>			24 to 30 ins.	1.75	1.50	18 to 24 ins.	1.75	1.50
18 to 24 ins.	1.50	1.25	30 to 36 ins.	2.25	2.00	24 to 30 ins.	2.00	1.75
24 to 30 ins.	1.75	1.50	<i>Ilex vomitoria, dwarf</i>			30 to 36 ins.	2.50	2.25
30 to 36 ins.	2.50	2.25	12 to 15 ins.	1.50	1.25	3 to 4 ft.	3.25	3.00
<i>Ilex cornuta Hume</i>			18 to 24 ins.	1.50	1.25	4 to 5 ft.	4.50	4.00
15 to 18 ins.	1.50	1.25	2 to 3 ft.	1.75	1.50	<i>White Dogwood</i>		
18 to 24 ins.	1.75	1.50	<i>Laurel, Cherry</i>			2 to 3 ft.	1.20	1.00
24 to 30 ins.	2.25	2.00	2 to 3 ft.	1.50	1.25	3 to 4 ft.	1.75	1.50
30 to 36 ins.	2.75	2.50	3 to 4 ft.	1.75	1.50	4 to 5 ft.	2.25	2.00
<i>Ilex cornuta rotunda</i>			4 to 5 ft.	2.50	2.25	5 to 6 ft.	3.50	3.00
12 to 15 ins.	1.50	1.25	5 to 6 ft.	3.50	3.00	<i>White Dogwood (Cherokee Prince)</i>		
15 to 18 ins.	2.00	1.75	6 to 8 ft.	5.00	4.50	3 to 4 ft.	2.75	2.50
<i>Ilex crenata convexa</i>			<i>Laurel, English</i>			4 to 5 ft.	3.75	3.50
12 to 15 ins.	1.00	.80	15 to 18 ins.	1.25	1.00	<i>Pink Dogwood</i>		
15 to 18 ins.	1.25	1.00	18 to 24 ins.	1.50	1.25	2 to 3 ft.	1.75	1.50
18 to 24 ins.	1.75	1.50	2 to 3 ft.	1.75	1.50	3 to 4 ft.	2.75	2.50
24 to 30 ins.	2.25	2.00	<i>Laurel, Zabeli</i>			<i>Live Oak, B&B</i>		
<i>Ilex crenata hetzi</i>			15 to 18 ins.	1.20	1.00	3 to 4 ft.	2.75	2.50
12 to 15 ins.	1.20	1.00	18 to 24 ins.	1.75	1.50	4 to 5 ft.	4.00	3.50
15 to 18 ins.	1.50	1.25	2 to 3 ft.	2.50	2.25	5 to 6 ft.	5.50	5.00
18 to 24 ins.	1.75	1.50	<i>Ligustrum lucidum (Black Wax)</i>			<i>Silver Maple, B&B</i>		
<i>Ilex crenata latifolia, pyramids</i>			18 to 24 ins.	1.20	1.00	6 to 8 ft.	2.00	1.50
18 to 24 ins.	1.75	1.50	24 to 30 ins.	1.50	1.25	8 to 10 ft.	2.50	2.00
24 to 30 ins.	2.25	2.00	30 to 36 ins.	1.75	1.50	10 to 12 ft.	3.00	2.50
30 to 36 ins.	3.25	3.00	<i>Ligustrum lucidum Suwannee River</i>			<i>Southern Pin Oak</i>		
3 to 4 ft.	4.50	4.00	15 to 18 ins.	1.15	1.00	8 to 10 ft.	5.00	4.50
<i>Ilex crenata Magda</i>			18 to 24 ins.	1.40	1.25	10 to 12 ft.	6.50	6.00
12 to 15 ins.	1.25	1.00	24 to 30 ins.	1.65	1.50	12 to 15 ft.	9.50	9.00
15 to 18 ins.	1.75	1.50	30 to 36 ins.	2.00	1.75			

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Because of—Selected Seed, Good Heredity Characteristics, Scientific Methods of Planting and Propagation, Heavy Roots, Sturdy Tops and Rapid Growth—Musser Trees grow and thrive where others may fail to survive.

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Musser Forests takes pride in supplying vigorous, high-quality nursery stock. To keep abreast with increasing costs of production the most modern equipment is used. Experienced personnel are employed, many with over 20 years' service. . . . Our production has increased year after year to keep pace with the ever-increasing demand for Musser trees.

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● SPECIAL STRAIN SCOTCH PINE

Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.

	Per 100	Per 1000
2-yr., S., 4 to 8 ins.	\$ 5.00	\$ 25.00
3-yr., S., 8 to 12 ins.	8.00	40.00
4-yr., T., 8 to 14 ins.	20.00	100.00

● MUGHO PINE

2-yr., S., 2 to 4 ins.	5.00	25.00
4-yr., T., 3 to 5 ins.	15.00	75.00

● AUSTRIAN PINE

2-yr., S., 3 to 6 ins.	4.00	20.00
3-yr., S., 8 to 14 ins.	7.00	35.00

● BLACK HILLS SPRUCE

3-yr., S., 5 to 10 ins.	7.00	35.00
4-yr., S., 8 to 12 ins.	9.00	45.00
4-yr., T., 4 to 8 ins.	15.00	75.00

● NORWAY SPRUCE—Fast-growing

2-yr., S., 5 to 10 ins.	7.00	35.00
3-yr., S., 10 to 18 ins.	9.00	45.00
3-yr., T., 5 to 10 ins.	15.00	75.00
5-yr., T., 12 to 18 ins.	25.00	125.00

● WHITE SPRUCE

3-yr., S., 8 to 14 ins.	8.00	40.00
4-yr., T., 6 to 12 ins.	15.00	75.00

● COLORADO BLUE SPRUCE

3-yr., S., 6 to 12 ins.	9.00	45.00
4-yr., T., 4 to 8 ins.	18.00	90.00

● DOUGLAS FIR

2-yr., S., 4 to 8 ins.	6.00	30.00
3-yr., S., 8 to 12 ins.	11.00	55.00

● AMERICAN ARBORVITAE

3-yr., S., 8 to 12 ins.	8.00	40.00
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● CANADIAN HEMLOCK

2-yr., S., 3 to 6 ins.	9.00	45.00
3-yr., S., 8 to 12 ins.	16.00	80.00
3-yr., T., 6 to 10 ins.	20.00	100.00

● CONCOLOR FIR

3-yr., S., 6 to 12 ins.	8.00	40.00
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● JAPANESE YEW—Grown from seed

	Per 100	Per 1000
<i>Taxus cuspidata capitata—upright pyramidal</i>		
(2-2), T., 6 to 12 ins.	\$30.00	\$200.00
(3-2), T., 12 to 16 ins.	40.00	300.00

● JAPANESE YEW—Transplanted rooted cuttings

	Per 100	Per 1000
<i>Taxus cuspidata—spreading</i>		
1-yr., T., 5 to 6 ins.	25.00	175.00
2-yr., T., 6 to 8 ins.	35.00	250.00

	Per 100	Per 1000
<i>Taxus Hicksi—upright</i>		
1-yr., T., 5 to 6 ins.	25.00	175.00
2-yr., T., 8 to 10 ins.	40.00	300.00

	Per 100	Per 1000
<i>Taxus browni—upright</i>		
1-yr., T., 4 to 6 ins.	25.00	175.00
2-yr., T., 6 to 8 ins.	40.00	300.00

	Per 100	Per 1000
<i>Taxus intermedia—spreading</i>		
1-yr., T., 4 to 6 ins.	25.00	175.00
2-yr., T., 6 to 8 ins.	35.00	250.00

● JUNIPER—Blue Pfeiffer—Chinensis hetzi

1-yr., T., 5 to 7 ins.	25.00	200.00
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● GLOBE ARBORVITAE

	Per 100	Per 1000
<i>Woodwardi—dark green</i>		
1-yr., T., 4 to 6 ins.	30.00	250.00
2-yr., T., 6 to 8 ins.	40.00	300.00

	Per 100	Per 1000
<i>Hovey's—green</i>		
1-yr., T., 4 to 6 ins.	25.00	200.00
2-yr., T., 6 to 8 ins.	40.00	300.00

● PYRAMIDAL ARBORVITAE—Compacta

1-yr., T., 5 to 7 ins.	35.00	300.00
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● JAPANESE HOLLY

	Per 100	Per 1000
<i>Ilex rotundifolia</i>		
6 to 10 ins., T.	35.00	300.00

	Per 100	Per 1000
<i>Ilex convexa</i>		
6 to 10 ins., T.	35.00	300.00

	Per 100	Per 1000
<i>Ilex crenata hetzi</i>		
6 to 10 ins., T.	35.00	300.00

● NORWAY MAPLE

Seedlings, 10 to 16 ins. ...	8.00	40.00
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● WHITE DOGWOOD

Seedlings, 12 to 24 ins. ...	12.00	60.00
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MUSSER FORESTS

Box 16-I
INDIANA, PENNA.

Belong In Today's Competitive Market?" by Walter L. Doty, director of editorial research, Sunset magazine.

3:30 p.m.—Committee reports.

9 p.m.—Special entertainment, lounge.

SEPTEMBER 21

8:30 a.m.—California chapter, American Association of Nurserymen, breakfast. Play day—games and activities.

10 a.m.—Ladies brunch, Yosemite Lodge, Mountain room.

2:30 p.m.—Annual championship baseball game.

6 p.m.—Golden jubilee social hour, east terrace.

7:30 p.m.—Barbecue.

9 p.m.—Firefall.

SEPTEMBER 22

10 a.m.—General business meeting, Indian room.

10:15 a.m.—Committee reports.

11 a.m.—"We Haven't Begun To Sell," by Howard Quadland, director of public information, A. A. N.

12:15 p.m.—Lunch, with Dr. Richard P. White, executive vice-president, A. A. N., guest speaker.

2 p.m.—Final business session; committee reports.

3:30 p.m.—Selection of 1962 convention city; election of officers.

7 p.m.—President's banquet; P. C. N. awards.

KANSAS EVENT

For the annual meeting of the Kansas Association of Nurserymen at the Kansas State University, Manhattan, September 7 and 8, the following schedule of events has been announced:

SEPTEMBER 7

10:30 a.m.—Registration, Hotel Wareham.

1 p.m.—Registration, Umberger Hall (Extension building).

2:30 p.m.—Tour of campus and horticultural departments, including turf plots and greenhouses.

5:30 p.m.—Chicken barbecue, Umberger Hall, courtesy of the Kansas Association of Nurserymen.

7:30 p.m.—Symposium on the nursery business; moderator, Ralph Shughan, Williams Auditorium.

SEPTEMBER 8

9:05 a.m.—Appointment of committees and announcements.

9:10 a.m.—Welcome, by Dr. Glenn Beck, director of Kansas agricultural experiment station.

9:30 a.m.—"What's in the Bag," by Dr. Floyd W. Smith, department of agronomy, K. S. U.

10:10 a.m.—Remarks by Dr. Richard P. White, executive vice-president, American Association of Nurserymen.

11 a.m.—Business meeting.

1:15 p.m.—"Weed Control in the Nursery," by Dr. L. E. Anderson, department of agronomy, K. S. U.

1:45 p.m.—"Storing Nursery Stock," by George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia.

2:30 p.m.—"Certified Turf Grasses," by Wayne Fowler, Kansas Crop Improvement Association.

3 p.m.—A. A. N. report, by Ralph Ricklefs, Kansas Landscape & Nursery Co., Salina.

3:10 p.m.—"Nematodes," by Dr. Otto Elmer, department of botany and plant pathology, K. S. U.

3:30 p.m.—"Juniper Grafting," by Dr.

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Amoena		Maxwelli		Favorite	
8 ins.	\$.75	8 ins.	\$.75	8 ins.	\$.75
10 ins.	1.00	10 ins.	1.00	10 ins.	1.00
12 ins.	1.25	12 ins.	1.25	12 ins.	1.25
15 ins.	2.00	15 ins.	2.00	15 ins.	2.00
18 ins.	2.50	18 ins.	2.50	18 ins.	2.50
Coral Bells		Louise Gable		Polaris	
8 ins.	.75	8 ins.	1.00	8 ins.	.75
10 ins.	1.00	10 ins.	1.25	10 ins.	1.00
12 ins.	1.25	12 ins.	1.50	12 ins.	1.25
15 ins.	2.00	15 ins.	2.50	15 ins.	2.00
Hinodegiri		Rose Bud		Beethoven	
Our Hinos are very dark red.		8 ins.	1.00	8 ins.	.75
8 ins.	.75	10 ins.	1.25	10 ins.	1.00
10 ins.	1.00	12 ins.	1.50	12 ins.	1.25
12 ins.	1.25	15 ins.	2.50	15 ins.	2.00
15 ins.	2.00	18 ins.	3.50	18 ins.	2.50
18 ins.	2.50	24 ins.	6.50	20 ins.	3.50
20 ins.	3.50	Rose Greely		Johann Strauss	
24 ins.	5.00	8 ins.	1.00	8 ins.	.75
30 ins.	6.00	10 ins.	1.25	10 ins.	1.00
36 ins.	7.50	12 ins.	1.50	12 ins.	1.25
Orange Beauty, Kurume		15 ins.	2.50	15 ins.	2.00
8 ins.	.75	Addy Wery		18 ins.	2.50
10 ins.	1.00	8 ins.	1.00	20 ins.	3.50
12 ins.	1.25	10 ins.	1.25	Lilacina	
15 ins.	2.00	12 ins.	1.50	8 ins.	.75
18 ins.	2.50	15 ins.	2.50	10 ins.	1.00
Hino-Crimson		18 ins.	3.50	12 ins.	1.25
8 ins.	.75	24 ins.	5.00	15 ins.	2.00
10 ins.	1.00	Apple Blossom, Kurume		18 ins.	2.50
12 ins.	1.25	8 ins.	.75	20 ins.	3.50
15 ins.	2.00	10 ins.	1.00	24 ins.	5.00
18 ins.	2.50	12 ins.	1.25	Kaempferi	
Snow		15 ins.	2.00	Hardest of all azaleas; sheared,	
8 ins.	.75	18 ins.	2.50	well-budded, heavy.	
10 ins.	1.00	20 ins.	3.50	Othello, Salmon Beauty, Fedora and	
12 ins.	1.25	24 ins.	5.00	Carmen	
15 ins.	2.00	Daybreak, Kurume		8 ins.	.75
Ledifolia Alba		8 ins.	.75	10 ins.	1.00
8 ins.	.75	10 ins.	1.00	12 ins.	1.25
10 ins.	1.00	12 ins.	1.25	15 ins.	2.00
12 ins.	1.25	15 ins.	2.00	18 ins.	2.50
15 ins.	2.00	18 ins.	2.50	20 ins.	3.50
18 ins.	2.50	20 ins.	3.50	24 ins.	5.00
20 ins.	3.50			30 ins.	6.00
24 ins.	5.00			36 ins.	7.50

Rooted cuttings of all above varieties ready November 1. \$50.00 per 1000.

1-yr., T., \$125.00 per 1000.

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SCOTCH PINE

(Pinus sylvestris)	Per 100	Per 1000
(2-0), 2-yr., S., 2 to 3 ins....	\$ 7.50	
(2-0), 2-yr., S., 4 to 6 ins....	\$ 2.75	17.50
(3-0), 3-yr., S., 7 to 14 ins....	4.25	27.50
(2-2), 4-yr., T., 8 to 15 ins...	6.00	40.00

WHITE PINE

(Pinus strobus)		
(2-0), 2-yr., S., 4 to 5 ins....	2.75	17.50
(3-0), 3-yr., S., 5 to 10 ins...	4.25	27.50
(4-0), 4-yr., S., 8 to 16 ins...	6.75	45.00
(2-2), 4-yr., T., 6 to 14 ins...	8.25	55.00

COLORADO BLUE SPRUCE

(Picea pungens)		
(2-0), 2-yr., S., 3 to 6 ins....	3.50	22.50
(3-0), 3-yr., S., 5 to 10 ins...	6.00	40.00
(4-0), 4-yr., S., 8 to 15 ins...	8.25	55.00
(2-2), 4-yr., T., 5 to 10 ins...	12.00	80.00
(2-3), 5-yr., T., 7 to 14 ins...	17.50	100.00

NORWAY SPRUCE

(Picea abies)	Per 100	Per 1000
(2-0), 2-yr., S., 4 to 6 ins....	\$ 3.00	\$ 20.00
(3-0), 3-yr., S., 6 to 12 ins...	5.00	32.50
(4-0), 4-yr., S., 8 to 15 ins...	6.75	45.00
(2-2), 4-yr., T., 8 to 15 ins...	9.00	60.00
(2-3), 5-yr., T., 10 to 20 ins...	12.00	80.00

DOUGLAS FIR

(Pseudotsuga taxifolia)		
(2-0), 2-yr., S., 4 to 7 ins....	3.75	25.00
(3-0), 3-yr., S., 5 to 12 ins...	6.00	40.00
(4-0), 4-yr., S., 8 to 15 ins...	7.50	50.00
(2-2), 4-yr., T., 5 to 10 ins...	9.75	65.00

BALSAM FIR

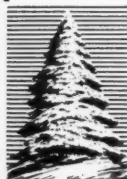
(Abies balsamea)		
(2-3), 5-yr., T., 5 to 12 ins...	15.00	90.00
(2-3-2), 7-yr., T., 10 to 20 ins.....	18.00	120.00

CANADIAN HEMLOCK

(Tsuga canadensis)		
(2-2), 4-yr., T., 5 to 12 ins...	15.00	90.00

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LOUISIANA PROGRAM

Registration for the Louisiana Association of Nurserymen convention will begin at 1 p. m. Thursday, September 15, at Blackham Coliseum, University of Southwestern Louisiana, Lafayette. A social hour for the early registrants is scheduled for Thursday evening, at the Town House motel, Lafayette. Events of the convention proper, which continues through September 17, will be presented as follows:

SEPTEMBER 16

11 a. m.—Meeting called to order by General Chairman J. M. Vallot, Jr.

Welcome address, by the Hon. R. Bertrand, mayor of Lafayette.

Treasurer's report.

Nominating committee's report.

2 p. m.—Ladies' coffee hour, Town House motel.

8 p. m.—Cajun shrimp boil, Cow Palace.

9 p. m.—"Landscaping," presented by the Louisiana Landscape Association.

SEPTEMBER 17

7:30 a. m.—American Association of Nurserymen breakfast, Evangeline hotel.

9 a. m.—Balloting begins.

12 M.—Box lunch and visit to new ornamental horticulture facilities, University of Southwestern Louisiana.

12:30 p. m.—"Merchandising," by M. L. Jones, California Spray-Chemical Corp., Richmond, Calif.

2 p. m.—Final business meeting.

8 p. m.—President's banquet and dance, Lafayette Municipal Auditorium.

MONTANA-WYOMING MEET

The annual convention of the Montana-Wyoming Turf and Nursery Association will open with a buffet dinner for all members and their families September 11 at 6 p. m. The Florence hotel, Missoula, Mont., has been selected as headquarters for the meeting, which will conclude September 13.

Events on the program are as follows:

SEPTEMBER 12

8 a. m.—Registration, Montana State University lodge.

9 a. m.—Business meeting; tour of campus.

11:30 a. m.—Lunch.

1 p. m.—Speaker, Jack Fisher, agriculture chemicals development department, Dow Chemical Co.

3:30 p. m.—Tour of Garden City Floral Greenhouses and Montana state forest nursery.

7 p. m.—Banquet, with John Schile, advertising consultant, speaker.

SEPTEMBER 13

9 a. m.—Election of officers and final business session.

10 a. m.—Turf and nursery round-table discussions.

12 M.—Lunch, Missoula Country Club.

1:30 p. m.—Tour of country club; discussion of turf problems with Rudy Dixon, superintendent of grounds.

COVER ILLUSTRATION

Cotoneaster Adpressa

Photographed in the Royal Botanic Garden of Edinburgh, Scotland, in 1951, the specimen of Cotoneaster adpressa pictured on the cover shows exactly what this low, clinging species will do over a rock where moisture and other growing conditions are at an optimum. The creeping cotoneaster is a low, deciduous shrub, native of China and introduced to France about 1895, where it was first grown by Maurice de Vilmorin, at Les Barres.

Its most desirable asset is its habit of clinging closely to rock or soil. It roots readily where it touches moist soil, seldom growing more than 12 to 18 inches high, but it will spread. An old plant in the Arnold Arboretum, Jamaica Plain, Mass., growing where conditions are not ideal, is one foot tall and four feet across, but in Europe plants have been known to be as much as nine feet in diameter.

The branches are short and rigid, and although the plant resembles *C. horizontalis* in some ways, it is obviously distinct because of these shorter branches and more clinging habit.

The fruit is about one quarter of an inch in diameter, bright red and borne—as are, of course, the flowers—singly or in pairs. The nutlets in the fruits are usually two; the leaves are one quarter to five eighths of an inch long, dull green, mostly glabrous and with wavy margins. These are the chief distinguishing characteristics.

This creeping cotoneaster is not a fast grower, but it certainly is a distinctive one. If planted in the right place with just the right growing conditions, it can well be outstanding, as is the beautiful specimen on the front cover of this issue.

Donald Wyman.

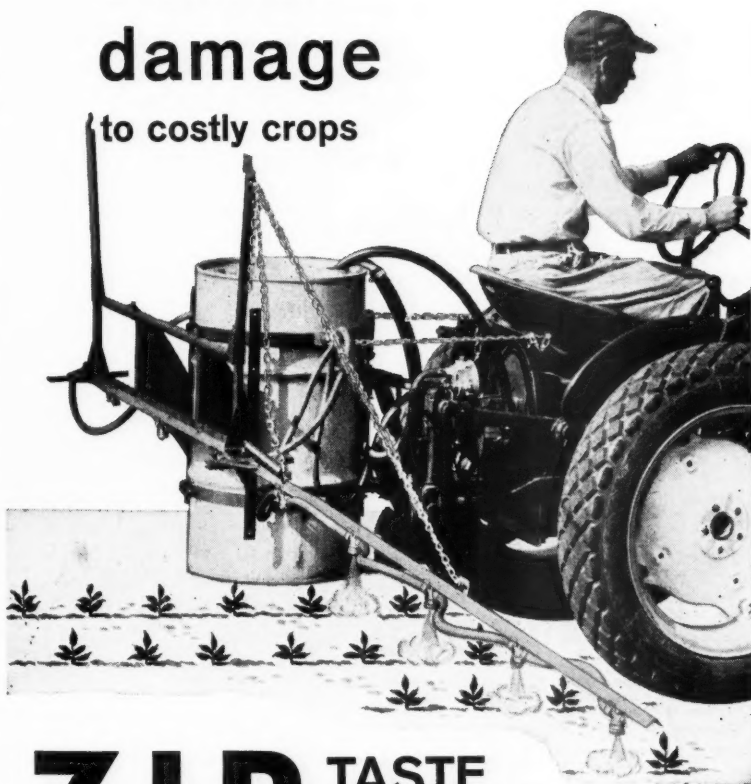
CAMELLIA HEADQUARTERS

The American Camellia Society is now in its new headquarters on the main floor of the South building of the Georgia coastal plain experiment station, Tifton, Ga. The camellia test garden is adjacent to this building.

The established plantings of 300 varieties were augmented this year by some 200 varieties, and there is room for expansion. The station hopes to start a collection of all available species.

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to costly crops



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New, improved formula is easy mixing, even spreading, longer lasting.

Spray Z. I. P. on border rows of vegetables, sugar beets, seed alfalfa. This simple treatment "fences" off the middle of the field, guards growing crops from ravaging attacks by deer and rabbits. Use it on nursery stock, seedlings, and ornamentals, too!

Z. I. P. has a bitter taste. Rabbits, deer, and other animals hate it. Yet it will not harm animals. Protection lasts through all kinds of weather... because of Z. I. P.'s extra sticking power. When vegetable fields are treated, sprayed rows should be cut and discarded.

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These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one grade. If you order only 10 to 24 plants of a variety in one grade, add 10c per plant. If you order less than 10 plants of a variety in one grade, add 25c per plant. We extend to you a cordial invitation to visit our nursery.

	Each 25 or more		Each 25 or more
Biota aurea nana (Berckmans)	\$0.75	Juniper, chinensis sargentii , blue	
10 to 12 ins., B&B	.90	12 to 15 ins., B&B	\$1.25
12 to 15 ins., B&B	1.00	15 to 18 ins., B&B	1.50
15 to 18 ins., B&B	1.25	18 to 24 ins., B&B	2.00
18 to 24 ins., B&B	1.50	24 to 30 ins., B&B	2.25
24 to 30 ins., B&B	1.75	Juniper, chinensis densa glauca	
30 to 36 ins., B&B	1.75	15 to 18 ins., B&B	1.25
Biota aurea pyramidalis compacta	1.00	18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	1.25	2 to 3 ft., B&B	1.75
Biota bakeri		3 to 4 ft., B&B	2.50
Biota excelsa		Juniper, excelsa stricta	
Biota sibyll		12 to 15 ins., B&B	.85
18 to 24 ins., B&B	.75	15 to 18 ins., B&B	1.00
24 to 30 ins., B&B	1.00	18 to 24 ins., B&B	1.25
30 to 36 ins., B&B	1.35	24 to 30 ins., B&B	1.50
3 to 4 ft., B&B	1.50	30 to 36 ins., B&B	2.25
4 to 5 ft., B&B	2.00	3 to 4 ft., B&B	2.75
5 to 6 ft., B&B	2.25	Juniper, hibernica fastigiata	
Biota Bonita		24 to 30 ins., B&B	.90
12 to 15 ins., B&B	.90	30 to 36 ins., B&B	1.00
15 to 18 ins., B&B	1.00	3 to 4 ft., B&B	1.25
18 to 24 ins., B&B	1.35	4 to 5 ft., B&B	1.75
30 to 36 ins., B&B	1.75	Juniper, sabina variscifolia	
Biota Bonita, upright		12 to 15 ins., B&B	1.25
18 to 24 ins., B&B	.90	Juniper, virginiana burki	
24 to 30 ins., B&B	1.00	24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	1.35	30 to 36 ins., B&B	2.00
3 to 4 ft., B&B	1.70	3 to 4 ft., B&B	3.00
4 to 5 ft., B&B	2.00	Juniper, virginiana burki compacta	
Biota Blue Cone		(A counterpart of the well-known J. virginiana burki, except that this one is a beautiful spreading type, maintaining the well-known color of the upright form.)	
18 to 24 ins., B&B	1.00	12 to 15 ins., B&B	1.25
24 to 30 ins., B&B	1.25	15 to 18 ins., B&B	1.50
30 to 36 ins., B&B	1.50	18 to 24 ins., B&B	1.75
3 to 4 ft., B&B	1.75	24 to 30 ins., B&B	2.00
Biota fruitlandi		30 to 36 ins., B&B	2.50
12 to 15 ins., B&B	.90	Juniper, virginiana camerti	
15 to 18 ins., B&B	1.00	24 to 30 ins., B&B	2.25
18 to 24 ins., B&B	1.25	30 to 36 ins., B&B	2.50
24 to 30 ins., B&B	1.50	3 to 4 ft., B&B	3.25
30 to 36 ins., B&B	1.75	4 to 5 ft., B&B	4.00
3 to 4 ft., B&B	2.00	5 to 6 ft., B&B	4.50
Cedrus deodara		6 to 8 ft., B&B	5.25
18 to 24 ins., B&B	1.25	Juniper, virginiana Dundee	
24 to 30 ins., B&B	1.50	30 to 36 ins., B&B	2.50
30 to 36 ins., B&B	1.75	3 to 4 ft., B&B	3.50
3 to 4 ft., B&B	2.25	4 to 5 ft., B&B	4.00
4 to 5 ft., B&B	3.25	Juniper, virginiana keteleeri	
Blue Lawson Cypress		24 to 30 ins., B&B	2.00
12 to 15 ins., B&B	.90	30 to 36 ins., B&B	2.25
15 to 18 ins., B&B	1.00	3 to 4 ft., B&B	2.75
18 to 24 ins., B&B	1.25	4 to 5 ft., B&B	3.25
Juniper, Andorra		5 to 6 ft., B&B	3.50
12 to 15 ins., B&B	.90	Mugho Pine	
15 to 18 ins., B&B	1.15	8 to 10 ins., B&B	1.00
18 to 24 ins., B&B	1.40	10 to 12 ins., B&B	1.25
24 to 30 ins., B&B	1.75	12 to 15 ins., B&B	1.50
Juniper, Andorra compacta		Thuja occidentalis Hetz Winter Green	
12 to 15 ins., B&B	1.25	Thuja occidentalis pyramidalis	
15 to 18 ins., B&B	1.50	12 to 15 ins., B&B	.90
18 to 24 ins., B&B	1.75	15 to 18 ins., B&B	1.00
Juniper, Pfitzer		18 to 24 ins., B&B	1.25
Juniper, Pfitzer compacta		2 to 3 ft., B&B	1.50
12 to 15 ins., B&B	1.00	Abelia grandiflora	
15 to 18 ins., B&B	1.25	18 to 24 ins., B&B	.75
18 to 24 ins., B&B	1.50	2 to 3 ft., B&B	1.00
24 to 30 ins., B&B	2.00	Berberis julianae	
30 to 36 ins., B&B	2.50	12 to 15 ins., B&B	1.00
Juniper, Pfitzer nana		15 to 18 ins., B&B	1.25
12 to 15 ins., B&B	1.00	Berberis sargentiana	
15 to 18 ins., B&B	1.25	12 to 15 ins., B&B	.90
18 to 24 ins., B&B	1.75	15 to 18 ins., B&B	1.00
24 to 30 ins., B&B	2.25	18 to 24 ins., B&B	1.25
30 to 36 ins., B&B	2.50	24 to 30 ins., B&B	1.50
Juniper, Blue Vase		Buxus sempervirens creni	
(Texas Star Juniper)		10 to 12 ins., B&B	.90
10 to 12 ins., B&B	.90	12 to 15 ins., B&B	1.00
12 to 15 ins., B&B	1.00	15 to 18 ins., B&B	1.25
15 to 18 ins., B&B	1.25	18 to 24 ins., B&B	1.50
Juniper, Pfitzer Blue		Buxus suffruticosa	
(D. Hill Nursery Co. strain)		6 to 8 ins., B&B	1.00
10 to 12 ins., B&B	1.00	8 to 10 ins., B&B	1.25
12 to 15 ins., B&B	1.25	12 to 15 ins., B&B	1.50
15 to 18 ins., B&B	1.50	Camellia sasanqua, Maiden's Blush	
18 to 24 ins., B&B	1.75	24 to 24 ins., B&B	1.25
24 to 30 ins., B&B	2.25	2 to 3 ft., B&B	1.50
30 to 36 ins., B&B	2.50	Cleyera japonica (Ternstroemia)	
Juniper, Blue-Gray		12 to 15 ins., B&B	.85
Juniper, glauca hetzi		15 to 18 ins., B&B	1.00
12 to 15 ins., B&B	.90	Elaeagnus fruitlandi	
15 to 18 ins., B&B	1.00	15 to 18 ins., B&B	.75
18 to 24 ins., B&B	1.25	18 to 24 ins., B&B	.90
24 to 30 ins., B&B	1.50	2 to 3 ft., B&B	1.00
30 to 36 ins., B&B	2.25	3 to 4 ft., B&B	1.25
3 to 4 ft., B&B	2.75	4 to 5 ft., B&B	1.50
Juniper, chinensis fortunei		Euonymus patens, small-leaved	
15 to 18 ins., B&B	1.25	15 to 18 ins., B&B	.75
18 to 24 ins., B&B	1.50	18 to 24 ins., B&B	.90
24 to 30 ins., B&B	1.75	(Deduct 50% if wanted B.R.)	
		Euonymus radicans erectus	
		12 to 15 ins., B&B	.60
		15 to 18 ins., B&B	.75
		18 to 24 ins., B&B	.90
		(Deduct 50% if wanted B.R.)	
		Flex cornuta	
		15 to 18 ins., B&B	\$1.00
		18 to 24 ins., B&B	1.25
		24 to 30 ins., B&B	1.50
		30 to 36 ins., B&B	2.00
		3 to 4 ft., B&B	2.50
		Flex cornuta burfordi	
		12 to 15 ins., B&B	.90
		15 to 18 ins., B&B	1.00
		18 to 24 ins., B&B	1.25
		24 to 30 ins., B&B	1.50
		30 to 36 ins., B&B	2.00
		3 to 4 ft., B&B	2.50
		Flex cornuta, seedlings	
		15 to 18 ins., B&B	.90
		18 to 24 ins., B&B	1.00
		24 to 30 ins., B&B	1.25
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	2.00
		4 to 5 ft., B&B	2.50
		Flex crenata convexa bullata	
		10 to 12 ins., B&B	.90
		12 to 15 ins., B&B	1.00
		15 to 18 ins., B&B	1.25
		18 to 24 ins., B&B	1.50
		Flex crenata hetzi	
		10 to 12 ins., B&B	.85
		12 to 15 ins., B&B	1.00
		15 to 18 ins., B&B	1.25
		18 to 24 ins., B&B	1.50
		Flex crenata rotundifolia	
		12 to 15 ins., B&B	1.00
		15 to 18 ins., B&B	1.25
		18 to 24 ins., B&B	1.50
		Flex glabra (inkberry)	
		15 to 18 ins., B&B	1.00
		18 to 24 ins., B&B	1.25
		24 to 30 ins., B&B	1.50
		Flex opaca East Palatka	
		24 to 30 ins., B&B	1.25
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	2.00
		4 to 5 ft., B&B	2.50
		Flex opaca Howard	
		18 to 24 ins., B&B	1.00
		24 to 30 ins., B&B	1.25
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	2.00
		4 to 5 ft., B&B	2.50
		Flex vomitoria, dwarf	
		24 to 30 ins., B&B	2.50
		Jasminum floridum	
		18 to 24 ins., B&B	.75
		2 to 3 ft., B&B	.90
		(Deduct 50% if wanted B.R.)	
		Laurel, Cherry	
		2 to 3 ft., B&B	1.25
		3 to 4 ft., B&B	1.50
		4 to 5 ft., B&B	2.25
		6 to 8 ft., B&B	4.00
		Ligustrum ionandrum, government introduction	
		(Very small foliage leaves, low growing and bushy. Forms a perfect specimen without shearing.)	
		12 to 15 ins., B&B	.90
		15 to 18 ins., B&B	1.00
		18 to 24 ins., B&B	1.25
		Ligustrum japonicum	
		2 to 3 ft., B&B	1.00
		3 to 4 ft., B&B	1.25
		4 to 5 ft., B&B	1.50
		Ligustrum lucidum compactum	
		Ligustrum texanum	
		18 to 24 ins., B&B	.85
		24 to 30 ins., B&B	1.40
		30 to 36 ins., B&B	1.25
		Magnolia grandiflora	
		18 to 24 ins., B&B	1.00
		2 to 3 ft., B&B	1.25
		3 to 4 ft., B&B	1.75
		4 to 5 ft., B&B	2.25
		5 to 6 ft., B&B	3.00
		6 to 8 ft., B&B	4.50
		8 to 10 ft., B&B	6.50
		Nandina domestica	
		12 to 15 ins., B&B	.60
		15 to 18 ins., B&B	.75
		18 to 24 ins., B&B	.90
		24 to 30 ins., B&B	1.10
		Osmanthus fortunei	
		12 to 15 ins., B&B	.75
		15 to 18 ins., B&B	.90
		Photinia serrulata	
		12 to 15 ins., B&B	.80
		15 to 18 ins., B&B	.90
		18 to 24 ins., B&B	1.00
		2 to 3 ft., B&B	1.25
		Viburnum tinus	
		18 to 24 ins., B&B	1.00
		24 to 30 ins., B&B	1.25
		30 to 36 ins., B&B	1.50
		3 to 4 ft., B&B	1.75

FINISHED STOCK Continued

	Each 25 or more
Acer palmatum atropurpureum	
seedlings (Japanese Red-Leaved Maple)	
12 to 18 ins., B&B	\$1.00
18 to 24 ins., B&B	1.50
2 to 3 ft., B&B	1.75
Barberry, Red-Leaved	
12 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
Cornus florida	
2 to 3 ft., B&B	1.00
3 to 4 ft., B&B	1.40
4 to 5 ft., B&B	2.00
5 to 6 ft., B&B	2.75
Cornus florida rubra	
18 to 24 ins., B&B	1.25
2 to 3 ft., B&B	1.50
3 to 4 ft., B&B	2.50

	Each 25 or more
Crape Myrtle, Wm. Toovey	
18 to 24 ins., B&B	\$0.90
2 to 3 ft., B&B	1.00
Cydonia japonica	
18 to 24 ins., B&B	.90
2 to 3 ft., B&B	1.00
(Deduct 50% if wanted B.R.)	
Hypericum patulum (St. John's-wort or sundrops)	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
(Deduct 50% if wanted B.R.)	
Lonicera, Flaming Beauty	
12 to 18 ins., B&B	.85
18 to 24 ins., B&B	1.00

	Each 25 or more
Magnolia soulangiana	
2 to 3 ft., B&B	\$1.75
3 to 4 ft., B&B	2.25
4 to 5 ft., B&B	2.75
5 to 6 ft., B&B	3.25
Magnolia soulangiana nigra	
18 to 24 ins., B&B	1.25
2 to 3 ft., B&B	1.50
Magnolia stellata	
16 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
2 to 3 ft., B&B	2.25
3 to 4 ft., B&B	2.50
Spiraea reevesiana flore-pleno	
3 to 4 ft., B&B	1.00
4 to 5 ft., B&B	1.25

CONTAINER-GROWN STOCK

PLEASE NOTE: Our container-grown plants are listed according to grade which enables you to determine what you are getting for your money.

These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one container size and one grade.

If you order only 10 to 24 plants of a variety in one container size and one grade, add 5c per plant.

If you order less than 10 plants of a variety in one container size and one grade, add 10c per plant.

We extend you a cordial invitation to visit our nursery.

	1-gal. Each 25 or more	2-gal. Each 25 or more
Biota aurea nana (Berckmans)		
Biota Bonita, globe		
Biota Bonita, upright		
Biota Blue Cone		
Biota fruitlandi		
12 to 15 ins.	\$0.55	
15 to 18 ins.	.60	
Biota bakeri		
Biota sibylli		
15 to 18 ins.	.55	
18 to 24 ins.	.60	
Juniper, Andorra		
Juniper, Pfitzer		
Juniper, excelsa stricta		
Juniper, glauca hetzi		
Juniper, virginiana burki compacta		
10 to 12 ins.	.55	
12 to 15 ins.	.60	
Kurume and Hybrid Azaleas		
Carol, white		
Christmas Cheer, red		
Hinodegiri, fiery-red		
Innocence, white		
Pink Banner, vivid carmine-pink		
8 to 8 ins.	.50	
8 to 10 ins.	.55	
10 to 12 ins.	.65	
(Hinodegiri only)		
Abelia grandiflora		
12 to 15 ins.	.50	
15 to 18 ins.	.55	

	1-gal. Each 25 or more	2-gal. Each 25 or more
Cleyera japonica (Ternstroemia)		
10 to 12 ins.	\$0.55	
12 to 15 ins.	.60	
15 to 18 ins.	.70	
Cotoneaster parneyi		
15 to 18 ins.	.55	
Elaeagnus fruitlandi		
15 to 18 ins.	.55	
18 to 24 ins.	.60	
Euonymus radicans erectus		
12 to 15 ins.	.50	
Ilex aquifolium		
8 to 12 ins.	.50	
12 to 15 ins.	.60	
Ilex cornuta burfordi		
10 to 12 ins.	.50	
10 to 12 ins., with berries	.60	
12 to 15 ins.	.55	\$1.00
12 to 15 ins., with berries	.70	1.25
15 to 18 ins.	.65	1.10
15 to 18 ins., with berries	.80	1.35
18 to 24 ins.	1.40	
Ilex cornuta, female		
Ilex cornuta, male		
12 to 15 ins.	.55	
15 to 18 ins.	.60	
Ilex cornuta, seedlings		
10 to 12 ins.	.50	
12 to 15 ins.	.55	
Ilex crenata buxifolia		
6 to 8 ins.	.50	
8 to 10 ins.	.55	
15 to 18 ins.	1.10	
Ilex crenata convexa bullata		
8 to 10 ins.	.55	
10 to 12 ins.	.65	
12 to 15 ins.	.75	1.20
15 to 18 ins.	1.30	
Ilex crenata fosteri No. 1		
8 to 10 ins.	.60	
10 to 12 ins.	.70	
Ilex crenata hetzi		
Ilex crenata repandens		
Ilex crenata rotundifolia		
6 to 8 ins.	.50	
8 to 10 ins.	.55	
10 to 12 ins.	.60	1.00
12 to 15 ins.	1.10	
15 to 18 ins.	1.20	

	1-gal. Each 25 or more	2-gal. Each 25 or more
Ligustrum lucidum compactum		
Ligustrum texanum		
12 to 18 ins.	\$0.50	
18 to 24 ins.	.60	
24 to 30 ins.		\$1.00
Ligustrum lucidum compactum		
12 to 18 ins., grafts	.60	
18 to 24 ins., grafts	.70	
Magnolia grandiflora		
12 to 18 ins.	.55	
18 to 24 ins.	.70	
Osmanthus fortunei		
10 to 12 ins.	.50	
12 to 15 ins.	.55	
Pittisporum tobira		
10 to 12 ins.	.50	
12 to 15 ins.	.55	
Podocarpus sinensis		
12 to 15 ins.	.50	
15 to 18 ins.	.55	
18 to 24 ins.	.60	
Pyracantha bell		
12 to 15 ins.	.50	
15 to 18 ins.	.55	
18 to 24 ins.	.60	
2 to 3 ft.	1.25	
3 to 4 ft.	1.40	
Pyracantha coccinea lalandi		
15 to 18 ins.	.50	
18 to 24 ins.	.60	1.25
2 to 3 ft.	.70	1.40
Pyracantha Government Red		
18 to 24 ins.	.75	
3 to 4 ft.	1.50	
Liquidambar (Sweet Gum)		
18 to 24 ins.	.50	
2 to 3 ft.	.55	
3 to 4 ft.	.65	1.10
4 to 5 ft.	1.25	
5 to 6 ft.	1.50	
Pinus caribaea (Slash Pine)		
12 to 18 ins.	.50	
18 to 24 ins.	.55	
2 to 3 ft.	.70	1.00
3 to 4 ft.	1.10	

LINING-OUT STOCK

All potted liners in this list will be shipped in paper cups or pots without extra charge. Orders for 25 to 249 of a variety in one size take the 100 rate. Orders for 250 or more of a variety in one size take the 1000 rate.

	Each Per 100	Each Per 1000
Biota aurea nana (Berckmans)		
Biota aurea pyramidalis compacta		
Biota bakeri		
Biota Blue Cone		
Biota Bonita		
Biota Bonita, upright		
Biota excelsa		
Biota fruitlandi		
Biota sibylli		
2 1/4-in. pots	\$0.17	\$0.15
2 1/2-in. pots	.18	.16
Strong rooted cuttings	.10	.08
Cedrus atlantica		
2 1/4-in. pots	.20	.18
Cedrus deodara		
2 1/4-in. pots	.18	.16
Blue Lawson Cypress		
2 1/4-in. pots	.17	.15
2 1/2-in. pots	.18	.16
Juniper, Andorra		
Juniper, Pfitzer		
Juniper, compacta		
2 1/4-in. pots	.14	.12
2 1/2-in. pots	.16	.14
Strong rooted cuttings	.10	.08

	Each Per 100	Each Per 1000
Juniper, Andorra compacta		
2 1/4-in. pots	\$0.22	\$0.20
2 1/2-in. pots	.24	.22
Juniper, Pfitzer Blue		
(D. Hill Nursery Co. strain)		
2 1/4-in. pots	.18	.16
2 1/2-in. pots	.20	.18
Strong rooted cuttings	.12	.10
Juniper, Pfitzer nana		
2 1/4-in. pots	.20	.18
2 1/2-in. pots	.22	.20
Juniper, Blue Vase		
(Texas Star Juniper)		
2 1/4-in. pots	.18	.16
2 1/2-in. pots	.20	.18
Juniper, chinensis sargentii, blue		
Juniper, japonica procumbens		
2 1/4-in. pots	.22	.20
2 1/2-in. pots	.24	.22
Juniper, excelsa stricta		
Juniper, hibernica fastigiata		
Juniper, glauca hetzi		
Juniper, japonica virginialis		
Juniper, sabina tamariscifolia		
2 1/4-in. pots	.17	.15
2 1/2-in. pots	.18	.16

	Each Per 100	Each Per 1000
Juniper, horizontalis douglasii		
2 1/4-in. pots	\$0.14	\$0.12
2 1/2-in. pots	.16	.14
Juniper, conferta (Shore Juniper)		
2 1/4-in. pots	.18	.16
2 1/2-in. pots	.19	.17
Juniper, virginiana burki compacta		
(See description in B&B list)		
2 1/4-in. pots	.20	.18
2 1/2-in. pots	.22	.20
Thuja occidentalis pyramidalis		
2 1/4-in. pots	.18	.16
2 1/2-in. pots	.19	.17
Taxus cuspidata		
**Taxus intermedia		
**Taxus media andersoni		
Taxus media brevifolia		
Taxus media brownii		
**Taxus media hicksii		
**Taxus media sieboldii		
2 1/4-in. pots	.17	.15
2 1/2-in. pots	.18	.16

(Varieties marked by (**) double asterisk available in 2 1/4-in. pots only.)

SPECIAL NOTICE: This is only a partial listing of liners that we have available. Please write for our complete list.

T. G. OWEN & SON, INC.

Columbus, Miss.

WESTERN MAINE

Forest Nursery Co.



Growers of hardy, guaranteed-to-live

TRANSPLANTED EVERGREENS

	Per 1000
Douglas Fir, 4-yr. transplants (2-2), 6 to 12 in.	\$ 80.00
Douglas Fir, 3-yr. transplants (2-1), 3 to 5 in.	70.00
Mugho Pine, 4-yr. transplants (2-2), 5 to 10 in.	75.00
Scotch Pine (Austrian Hill), 5-yr. transplants (2-3), 15 to 30 in.	85.00
Scotch Pine (Austrian Hill), 3-yr. transplants (2-1), 4 to 10 in.	65.00
Scotch Pine (North German), 3-yr. transplants (2-1), 4 to 10 in.	65.00
Scotch Pine (Spanish), 3-yr. transplants (2-1), 4 to 10 in.	65.00
White Pine, 4-yr. transplants (2-2), 6 to 8 in.	75.00
Colorado Blue Spruce, 5-yr. transplants (2-3), 8 to 15 in.	150.00
Engelmann Blue Spruce, 4-yr. transplants (2-2), 4 to 6 in.	80.00
Norway Spruce, 5-yr. transplants (2-3), 8 to 15 in.	85.00
Norway Spruce, 4-yr. transplants (2-2), 6 to 12 in.	75.00
White Spruce, 4-yr. transplants (2-2), 5 to 10 in.	75.00

SEEDLINGS (Not Guaranteed)

Douglas Fir, 4-yr. seedlings (4-0), 6 to 12 in.	35.00
Douglas Fir, 3-yr. seedlings (3-0), 3 to 6 in.	30.00
Frazer Fir, 3-yr. seedlings (3-0), 3 to 6 in.	30.00
Norway Red Pine, 3-yr. seedlings (3-0), 4 to 8 in.	25.00
Scotch Pine (North German), 3-yr. seedlings (3-0), 8 to 12 in.	25.00
White Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00
Colorado Blue Spruce, 3-yr. seedlings, 5 to 10 in.	40.00
Norway Spruce, 3-yr. seedlings (3-0), 3 to 5 in.	25.00
Japanese Black Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00

TERMS

Cash with order; or one-half cash with order, balance C.O.D. All prices F.O.B. Fryburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price list. No extra charge for boxes or packing.

OUR GUARANTEE

90 PER CENT OF ALL TRANSPLANTS SOLD at regular wholesale prices as quoted in this list are guaranteed to live. Replacements will be made free of charge for any losses in excess of 10 per cent of the number purchased, provided we are notified of such losses by October 1, 1961. (Seedlings not guaranteed.)

If they are grown in Maine they will grow anywhere. Several other varieties of transplants available.

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We carry in season a very large selection of the best varieties (the real money-makers) in several grades, all of which are hardy here in northern New Jersey, as well as farther north. Our prices are right, and our quality and service are completely satisfactory. Quantity and pickup discounts are regularly given. Whether you write, phone or visit, we welcome your questions and the opportunity to help you with your lining-out requirements.

JOHN VERMEULEN & SON, Inc., NESHANIC STATION, N. J.

Growing Top-Quality Hardy Liners Exclusively since 1921

PINE — SPRUCE — FIR

Seedlings and Transplants

New low price.
List on request.

Beautiful, sheared, bushy

**SCOTCH and AUSTRIAN PINE
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4 to 8 ft.

and

**SPREADING YEW
CANADIAN HEMLOCK**

12 to 36 ins.

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Shelocta, Pa.

TAXUS HENRYI LINERS

Heavy, sheared, 20 to 24 ins.

8 yrs. old

\$95.00 per 100

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Free Packing

BROOKFIELD GARDENS

U. S. Rt. 46 Delaware, N. J.

New Seed Program Announced at Massachusetts Summer Outing

By Richard S. Guild

Heavy rain in no way dampened the spirits of Massachusetts Nurserymen's Association members during their summer meeting held August 10 at the Adams Nursery, Westfield, Mass.

The nursery tours were taken by almost all of the 102 members and guests who registered, even though it was impossible to get out of the cars for close inspection of stock. Horseshoes, a putting contest and a spike-driving contest helped to add interest to the affair. Bill McKinnon, Wyman's Garden Centers, Framingham, won the golf prize, and Ed Webster, Littlefield-Wyman, Abington, took first place in the spike-driving event.

Six associate members displayed their products.

A short business meeting was held after the buffet luncheon, with Charles Godin extending a welcome from the Adams Nursery. Clifford Corliss, Jr., Corliss Bros., Inc., Gloucester, president of the M. A. N., introduced guests in attendance, including William Vittner, president, New England Nurserymen's Association, Erwin Whitham, secretary, N. E. N. A., Dr. John Havis, director, and Dr. Dale Sweet, Waltham field station, Waltham, Mass., and H. P. Quadland, director of public information, American Association of Nurserymen.

Highlight of the day was the announcement of the new seed program being sponsored by the M. N. A. Bert Motroni, Old Colony Landscape Service, Weymouth, chairman of the product promotion committee, explained that two quality seed mixtures have been prepared by Whitney Seed Co., Inc., and will be available for bulk sales immediately and in package form for the spring season. The package design was shown and prices were announced. The seed line will tie in with the fertilizer line that the association has had on the market for the past two years.

OPERATING a new nursery outlet at 6523 Merle Hay road, Des Moines, Ia., Dutcher Nassif, Inc., now has two locations in the city.



in january american home

that turns ordinary yards into colorful, imaginative gardens! American Home's gardening business for January 1960 increased 72% over the previous year! No wonder it's causing such a stir in the horticultural world! And American Home's 1961 Gardening Guide will cover more editorial ground than ever before! Don't miss

this opportunity. Sell the American Home audience while they're in a spring planning mood.

CLOSING DATES: Color, October 20—B/W, November 4

Want more information? Contact the American Home office in New York • Chicago • Cleveland • Boston • Detroit • Minneapolis • San Francisco • Los Angeles or Bob Forgan, American Home, 300 Park Avenue, New York 22, N. Y.

A CURTIS MAGAZINE READ BY 12,000,000 MEN AND WOMEN WITH A CONSUMING INTEREST IN THE HOME



CHARLIE CHESTNUT



LETTER TO DR. WHITE

Dear Dr. White:

Emil has received your letter appointing him on the arbitration committee of the association. Emil said right away, "Chas., you write and tell Dr. White I can't serve." He says to thank you for the appointment but to cross him off. As you will gather from what I tell you, he is just too busy to take on an added job. Of course he may change his mind.

Like not long ago his coon dog, Blue Belle, had a litter of pups, eight there was in the litter and we had them in a basket behind the stove in the office. Emil wasn't much use in the nursery for several days, what with looking after the pups and getting rid of them.

He had promised one to Doc Hart. Doc had first pick and he chose a white one with a black tail. And old Frank from Otter Creek, he got a spotted female. Emil's friend Sandy Bowers took one and Steamboat Fulton, the bartender from down town, he took one. Emil promised him one last month altho Steamboat never was a coon man. He has still got four left and Emil says he would be glad to let you have one, if you have any good hunting grounds around Washington, D. C. I heard you were thinking of retiring and you might want something to do.

Dont say nothing to John Bushbottom if you happen to see old John. Dont mention the pups. John wanted one but Emil said nothing doing, on account of a bad deal John gave him last fall on some magnolias. They was supposed to be blooming size but they was only runts. Emil is still pretty sore about it. He may take it up with the arbitration committee and that is one reason Emil dont want to be on the committee. Let me know if you want a pup, Dr. White. We got a dandy with three white feet if you want one.

Say, Dr. White, what do you know about the Farm Census? Emil got some papers and he has been looking them over. For instance they want to know how many acres are in the grounds and buildings. As you will remember there is Emil's house and the barn. Then there is the windmill, the greenhouse and the outhouse. Now the question is should we take in Emil's arboretum on

grounds and buildings? The arboretum is right there where you last seen it, behind the windmill and east of the corner. Its about half an acre. Emil thinks the arboretum should be included in the grounds and buildings, but I claim it is a part of the nursery. Will you take it up with the Census Bureau folks and let us know what they say, so we can get going on the other figures?

They also want to know how many acres in the whole place. We dont know if we should include that 1/2 acre piece Emil leased to the oil company. That really is a part of the nursery in a way, but there aint no nursery stock there now. We are

stuck as to what to put down for that. They most likely got something in mind.

Altogether Emil claims he has got 32 acres in the nursery, but when we added it up it only come to 29 acres. Emil says he aint going to have it surveyed just for the benefit of the Census Bureau. What do you recommend, Dr. White?

I think the difference come about with that piece of land we got along the highway in front of the nursery where we used to have the garden shop before we tore it down last fall. We was looking over the abstract on this land and we found some curious things listed. Emil always thought

CONTAINER-GROWN PLANTS

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60,000 to Pick from (Over 50 Varieties)

Acer palmatum
Ampelopsis
Aronia
Azalea
Barberry
Buxus
Cotoneaster
Cydonia
Deutzia

Enkianthus
Euonymus
Fagus sylvatica
Forsythia
Hydrangea
Hypericum
Magnolia
Pieris
Prunus

Pyracantha
Rhododendron Hybrids
Spiraea
Tilia
Viburnum
Vitis
Weigela
Wistaria

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4 to 5-yr., heavy liners of our own compact strain.

8 to 10 ins., T., \$35.00 per 100

10 to 12 ins., T., \$50.00 per 100

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and Transplants

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This PLUSH RAYON BLEND FLOC Used with PLAIN WATER ONLY (No Adhesive) Now Has Improved **COVERAGE PER POUND!**

The covering qualities last year were very good . . . and this year this PLUSH RAYON BLEND FLOC has been greatly improved to give you the best coverage per pound of any flock on the market! This results not only in more and faster production, but your flock costs are reduced to the minimum, because you use 25% to 40% LESS than ordinary flock! And the results are so beautiful, so superior, that you can get top prices! So you spend less time and effort, use much less flock, and get more profit!

No matter what you want to flock: trees, wreaths, cones, bells, bows, holly clusters, table decorations . . . MIRACLE SELF-STICK FLOC is fully guaranteed to stick and stay on without flaking . . . USING PLAIN WATER ONLY, absolutely no adhesives! It gives you a thick, rich, luxurious, stand-up pile that doesn't ball or mat-down, and will not flake or drop off even under rough treatment. It helps prevent needle shedding; is not affected by humidity, heat or cold. No toxic fumes, no mixing problems, no discoloration! Fire retardant! Minimizes dust!

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offered for the very first time in the most exciting, HIGH, VIVID COLORS! There are more than 20 of them, including every one you want for every need!

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ARBORVITAE Per 100 Per 1000

American		
3-yr., 10 to 15 ins.	\$19.00	\$175.00
Elegantissima		
2-yr., 6 to 8 ins.	24.00	200.00
3-yr., 8 to 12 ins.	27.50	250.00
Ellwangeriana Tom Thumb		
3-yr., 8 to 12 ins.	27.50	.....

RETINOSPORA—CHAMAECYPARIS

Fillifera aurea (Gold Thread)		
2-yr., 6 to 8 ins.	25.00	225.00
3-yr., 8 to 10 ins.	30.00	275.00
Fillifera (Green Thread)		
4-yr., 8 to 10 ins.	20.00	175.00
Obtusa crippei		
2-yr., 6 to 8 ins.	25.00	225.00
3-yr., 6 to 10 ins.	30.00	275.00
Obtusa (Hinoki)		
2-yr., 4 to 6 ins.	35.00	.....
3-yr., 4 to 6 ins.	45.00	.....

JUNIPER

Chinensis, Pfitzer		
2-yr., 4 to 8 ins.	24.00	200.00
3-yr., 8 to 10 ins.	27.50	250.00
Glaucia hetzi		
2-yr., 6 to 10 ins.	25.00	225.00
3-yr., 8 to 12 ins.	30.00	275.00
Horizontalis plumosa		
2-yr., 6 to 8 ins.	24.00	200.00
3-yr., 6 to 10 ins.	27.50	250.00
Japonica		
2-yr., 4 to 6 ins.	25.00	225.00
3-yr., 6 to 8 ins.	30.00	275.00

ILEX

Rotundifolia		
1-yr., 3 to 6 ins.	18.00	160.00
2-yr., 4 to 8 ins.	22.50	200.00
3-yr., 6 to 10 ins.	27.50	250.00

TAXUS

Baccata repandens (Creeping Yew)		
4-yr., 6 to 8 ins.	35.00	300.00
Capitata		
1-yr., 4 to 6 ins.	22.00	200.00
2-yr., 6 to 8 ins.	30.00	275.00
3-yr., 8 to 12 ins.	37.50	350.00
4-yr., 12 to 15 ins.	45.00	400.00
Cuspidata—Special		
1-yr., 4 to 6 ins.	16.00	150.00
2-yr., 6 to 8 ins.	20.00	175.00
3-yr., 8 to 10 ins.	25.00	225.00
4-yr., 10 to 15 ins.	27.50	250.00
Media brownii		
1-yr., 4 to 6 ins.	20.00	175.00
2-yr., 6 to 8 ins.	25.00	225.00
3-yr., 8 to 10 ins.	32.50	300.00
4-yr., 8 to 12 ins.	37.50	350.00
Media hatfieldi, upright		
1-yr., 4 to 6 ins.	20.00	175.00
2-yr., 4 to 6 ins.	25.00	225.00
3-yr., 6 to 10 ins.	32.50	300.00
4-yr., 8 to 10 ins.	37.50	350.00
Media hicksii		
1-yr., 4 to 6 ins.	20.00	180.00
2-yr., 6 to 8 ins.	25.00	225.00
2-yr., 8 to 10 ins.	30.00	275.00
4-yr., 8 to 12 ins.	37.50	350.00

TSUGA (Hemlock)

Canadian		
4-yr., 8 to 10 ins. T... ..	25.00	200.00
4-yr., 10 to 15 ins. T... ..	30.00	275.00
5-yr., 12 to 18 ins. T... ..	35.00	325.00

RATE—Under 200 at 100 rate; 200 or over at 1000 rate.

TERMS—Orders can be booked with ¼ cash, balance before shipping date or C.O.D. Cash with order earns 2% discount; boxing and packing free.

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there was 12 acres in the piece and we think now it is only 8 acres. The abstract says "12 acres more or less." He has had this since 1915. Shall we put it down for 8 or for 12 acres? Let me know what they have to say about this. I'll bet they will call a conference on that question.

Emil bought that piece from Gunderson, who used to run a slaughter house on the east end of the property. When Emil bought the land the slaughter house was ready to fall down, so Emil wrecked it. That was before my time a little. This used to be a house where Gunderson lived years ago. In the abstract there is an odd clause which reads as follows: "During her lifetime, my mother Hilda Gunderson is to have a room on the first floor, rent free, the proceeds from one cow, one pig to be dressed and delivered to her each fall, \$100.00 in cash per year and all the cord wood she needs to heat her room. The place cannot be sold as long as she lives."

It dont say in the abstract if she is alive or dead, but as this is dated in 1872, can we assume she is no longer alive? Emil thinks this is a flaw in the title and he wants me to take it up with the Washington office and have them look into it. Let me know what you decide.

An odd thing happened here in front of the nursery, which I want to tell you about. Emil and me was sitting in the office one evening chewing the rag, just about quitting time, when we heard a big clatter and commotion on the road right out in front of the nursery gate. You will remember there is quite a deep ditch and a cement culvert where our road turns into the nursery. Thats where the trouble developed.

It seems there was a stray dog; it wasnt Emils, but belonged to Mrs. Riley who lives up the road from us. It dashed in front of a truck. The truck driver tried to keep from hitting the dog and the truck run into the ditch. He turned over his load and scattered things all over the highway.

Me and Emil run out just as the driver was crawling out of the cab. He was shook up a little but wasnt hurt much. And what do you think Dr. White? That truck was loaded with nursery stock all in cans, mostly evergreens and a few shrubs. There was about 800 cans, we found out later on, the load all going to the Farmers Super Market in Lake park. Thats one of Emils competition. Emil said it served them right, trying to horn into the nursery business that way.

The truck was on its side and most

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Scotch Pine

(2-0), 2-yr., S., 4 to 8 ins...	\$ 3.00	\$ 15.00
(3-0), 3-yr., S., 8 to 16 ins...	5.00	20.00
Austrian Hill, German, French, Spanish and Herbst—nonyellowing varieties.		

American Red Pine

(3-0), 3-yr., S., 5 to 10 ins...	3.00	15.00
----------------------------------	------	-------

Austrian Pine

(3-0), 3-yr., S., 5 to 10 ins...	3.00	15.00
(3-0), 3-yr., S., 8 to 14 ins...	5.00	20.00

Mugho Pine

True dwarf Tyrolean strain		
(3-0), 3-yr., S., 3 to 5 ins...	5.00	25.00
(4-0), 4-yr., S., 5 to 9 ins...	8.50	45.00
(3-3), 6-yr., T., 5 to 10 ins...	30.00	200.00

Norway Spruce

(3-0), 3-yr., S., 5 to 10 ins...	5.00	20.00
(3-0), 3-yr., S., 10 to 12 ins...	7.00	30.00
(4-0), 4-yr., S., 12 to 18 ins...	8.50	40.00

Colorado Blue Spruce

(3-0), 3-yr., S., 3 to 6 ins...	3.00	15.00
(3-0), 3-yr., S., 6 to 10 ins...	8.00	30.00
(3-2), 5-yr., T., 5 to 10 ins...	9.00	50.00
(3-3), 6-yr., T., 10 to 14 ins...	13.00	90.00

Black Hills Spruce

(3-0), 3-yr., S., 4 to 8 ins...	5.00	25.00
(3-0), 3-yr., S., 8 to 12 ins...	8.50	35.00
(3-2), 5-yr., T., 5 to 10 ins...	9.00	50.00
(3-2), 5-yr., T., 10 to 14 ins...	12.00	80.00

Douglas Fir

(2-0), 2-yr., S., 4 to 8 ins...	5.00	20.00
---------------------------------	------	-------

American Arborvitae

(3-2), 5-yr., T., 5 to 10 ins...	9.00	50.00
(3-3), 6-yr., T., 10 to 16 ins...	13.00	90.00



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of the cans slipped off the truck into the ditch and onto the highway. Almost all the plants was loose in the cans or knocked clean out of the cans. It was a mess. The truck driver asked me and Emil to help him get the stuff off the road, which we did. Most of it was pretty fair looking stuff, Emil said. "Maybe we can make a deal to get ahold of the load cheap," Emil said to me.

The truck driver came into the office and called up his headquarters to find out what to do. He was hauling for some nursery up in the northern part of the state. It wasn't from John Bushbottoms as we first thought. The insurance adjuster come out the next morning and the upshot of it was, after a lot of argument and offers back and forth, Emil bought the whole outfit for 10c each or \$80.00 for the lot. He tried to get the stuff for 5c and he was willing to pay 25c, so Emil figured he made a good bargain.

We towed the truck into the yard back next to the corn crib, as it had one busted wheel and the front end was caved in. It was there in the yard for a couple of weeks until they hauled it away. Emil tried to collect storage, but they claimed it was Emils dog done the damage. But honest, Dr. White, it wasn't Blue Belle,

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We're not bragging that we grow good trees . . . but that we know good trees and that we grow the top-quality lining-out stock it takes to produce them.

Incidentally, our entries at Saginaw included White and Blue Spruce, Scotch and Austrian Pine and a White Spruce.

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	Per 100	Per 1000
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5 to 10 ins., T.	\$10.00	\$ 50.00
10 to 15 ins., T.	20.00	150.00
AUSTRIAN PINE		
4 to 8 ins. S.	5.00	20.00
WHITE PINE		
3 to 6 ins., S.	5.00	20.00
JAPANESE BLACK PINE		
3 to 6 ins. S.	6.00	30.00
NORWAY SPRUCE		
3 to 6 ins., S.	6.00	20.00
6 to 8 ins., S.	7.00	30.00
6 to 8 ins., T.	10.00	50.00
8 to 12 ins., T.	15.00	75.00
BLACK SPRUCE		
4 to 8 ins., T.	10.00	50.00
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As always, our specialty.		
3 to 6 ins., S.	5.00	25.00
6 to 10 ins., S.	10.00	50.00
4 to 6 ins., T.	10.00	50.00
6 to 8 ins., T.	15.00	75.00
8 to 10 ins., T.	20.00	125.00
WHITE SPRUCE		
3 to 6 ins., S.	5.00	20.00
6 to 10 ins., S.	7.00	35.00
3 to 8 ins., T.	9.00	45.00
8 to 12 ins., T.	15.00	75.00
BLACK HILLS SPRUCE		
3 to 6 ins., T.	10.00	50.00
DOUGLAS FIR		
3 to 6 ins., S.	5.00	25.00
6 to 10 ins., S.	8.00	40.00
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3-yr., 5 to 9 ins.	\$25.00
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because she was still there in back of the stove with her pups at the time. Emil didn't get nothing for storage altho he threatened to sue for \$15.00 but later decided against it.

We planted the stuff back in the cans and pruned it up a little. Emil advertised a sale for 59c each. The super market was pretty sore as they got a new load and tried to sell theirs for \$1.19. We cleaned up pretty well and for once Emil said we beat the chain store at their own game. I thought you might like to know about this affair as you probably heard Emil was selling cans away under the market. This is how it happened.

As long as I am at it I might as well tell you about another event that happened recently at the nursery. Along the north side of the nursery is a farm; that is, a man from Lake Park owns the farm, but the tenant on the farm is John Pound. He is a brother of George Pound, the marshall here in Riverbend you have heard me speak of.

He had about 120 Black Angus cattle running there in his pasture. One day they busted right thru the fence and about 40 head of cattle started stamping thru the nursery. Me and Emil was out on a planting job and when we got home them cattle was chewing off a block of honeysuckle and broke off a half dozen apple trees. We chased the cows out and got ahold of John Pound and told him to fix his fence. John said it was our fence and that we had to fix it. He said it was up to us to keep the cattle out of our fields.

Well, you should have heard Emil tell him off. Next day the cattle was back again and John called us this time to get our fence fixed. That day they tramped down a couple of rows of honeysuckles but we chased them out again. Emil called a lawyer and found out it was up to us to fix the fence, so me and Emil got some barbed wire and run it along where the hole was.

That night Emil was down at Steamboat Fultons Bar having a short one and he got to talking with old Helms Heritage, who used to work for Emil years ago. He was a teamster. He said he put up that fence himself for the farmer that lived there and said that we should go and claim damages.

So next day we drove over to Lake Park to see the man who owned the farm. His name was Arnie Agnew and he was the proprietor of the Lake Park Soap Works. We found him in his new factory on the four lane highway. He turned out to be a very pleasant fellow much to our sur-



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2½ to 3 ft.	6.25
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prise. When we explained the damages—Emil had it all written out for \$180.00—he give us a check without no argument and he said he would get the fence fixed right away. And Dr. White you wouldnt believe it, but before we got out of there he gave us a order for \$650.00 for a landscape planting clean around the new factory.

So you can never tell how a deal will come out. He turned out to be an old coon hunter and Emil promised him two pups from the lot I was telling about. It just goes to show how little things can change everything, like if Emil hadnt run into Helms Heritage there in the bar, we would have been stuck.

Well, Dr. White, I seem to have got off the beam a little, as when I started this letter I was just going to tell you about Emil and the appointment. I think if you could get Emil elected chairman, he might consider the appointment; but as you can see he is pretty busy, and it aint likely you can count on him.

Yours,
Chas.

MANASOTA chapter of the Florida Nurserymen and Growers Association recently presented two Sarasota, Fla., boys with scholarships to attend 4H camp.

FILLMAN NURSERY will be the name of the former Tree Town Nursery, Monmouth, Ill., when it is re-opened this fall by new owner L. P. Fillman.

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Brown	
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Props.

Unusual Plants, Tree Safety, Long Island Field Day Topics

By Robin Todd

Interesting speakers and equipment demonstrations highlighted the third annual Long Island Arborists' field day. Prof. Gordon King, University of Massachusetts, Amherst, and Dr. Frank C. MacKeever, New York Botanical Garden, New York, N. Y., gave outstanding lectures at Planting Fields Arboretum, Oyster Bay, L. I.

Describes Unusual Plants

Dr. MacKeever, in charge of the collection of horticultural plants at the New York Botanical Garden, has found a most unusual collection of flora on the islands off the Massachusetts coast, namely, Martha's Vineyard and Nantucket.

Some of the flora found there are parasitic in nature. One of these, dodder, drops its seeds to the ground, where they germinate and produce seedlings in ordinary fashion. Each orange-colored shoot grows until it reaches another plant, when the dodder loses its original stem and roots and becomes entirely parasitic. Dr. MacKeever described how some plants catch insects, detailing the trigger mechanism or nervous system of the pitcher plants, sundews and others.

Nurserymen should use more native material in their landscape design, was one of the opinions offered by Dr. MacKeever. He thought that the nurserymen along the Atlantic seacoast could make better use of bearberry, *Aronia arbutifolia*, *Saponaria officinalis*, *Rosa rugosa*, *Epilobium angustifolium*, *Spiraea tomentosa*, *Berteroa incana*, *Hieracium pilosella* and *Vaccinium corymbosum*. *Rosa rugosa* does an excellent job of preventing erosion on the seashore and comes in many varied forms, with both double and single flowers in pink, white and maroon.

Red pine is excellent along the shore, and Dr. MacKeever ranks it as high as Japanese black pine for seaside landscaping. *Ginkgo biloba* is useful for the same purpose, but only male trees should be used. He remarked in closing that he is discovering new varieties and even new species of plants every time he makes visits to Nantucket or Martha's Vineyard.

Prof. Gordon King spoke on the training of tree workers, with the accent on safety. The importance of

developing a good safety program cannot be stressed too much, said Dr. King. An effective program can only be achieved through good communications among salesmen, employers and employees.

One way of pointing up the importance of safety is to publicize the cost of accidents in loss of pay—about \$12 billion a year throughout the nation. Safety should also be stressed by showing that it is possible to suffer a permanent disability through carelessness.

He believes that all arborists' organizations should show the tree safety films available through the Davey Tree Expert Co., Kent, O. In most communities the Red Cross sponsors safety training programs in which employees may be enrolled. He also suggested inviting safety directors from insurance or utility companies or from manufacturers of arborists' supplies and equipment to give talks on safety to all employees.

Then Dr. King demonstrated various equipment. He urged the use of safety saddles as opposed to rope saddles. He recommended the use of pretested snaps or safety clips, in spite of the fact that they are slightly more expensive. He demonstrated a safety rope, urging its use instead of leather thongs, because the safety rope is adjustable, and the worker can use it easily when climbing with short or long spurs.

Dr. King suggested the use of paint can spouts that do not protrude and thus present no hazard in the event of an accident. He recommends that workers shout a warning when lowering limbs or tools. All ground men should have helmets or hard hats for protection against falling objects.

He noted that some companies impose a fine of \$150 to \$200 the first time a worker fails to wear his helmet on the job; for the second offense a month's pay is deducted, and for the third offense, the worker is fired.

Tree Film

A 40-minute color and sound film, "Trees and Power," produced by the Long Island Lighting Co., was then shown. This film spends about \$1 million on shade tree work each year, the major contractor being the

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4 to 6 ins., T.15c
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The utility company also publishes a booklet entitled "Selective Tree Planting," which is helpful to individuals and community organizations in planting trees to increase property, neighborhood or community values. This booklet not only discusses the proper selection and methods of planting, but also explains how to keep and care for beautiful trees.

Both speakers had an opportunity to appear in a question and answer period in the afternoon. Professor King warned the arborists not to neglect wearing cotton or leather gloves when using insecticides or fungicides. He stated that mercury is particularly poisonous and, if left in contact with the skin for prolonged periods, will cause blistering. He recommended that an arborist company regularly change its safety chairman, alternating one of the climbers and one of the foremen in this post; he did not think it wise for the employer to be chairman. Nor did he advise giving bonuses to crews with a safety record. Bonuses may mean that accidents are not reported and, of course, this is important, especially in dealing with workmen's compensation.

Dr. MacKeever showed a color film entitled "Vacationing and Botanicalizing on Nantucket," in which were included shots of Scotch brooms, pink beach plum, barberry, yellow-flowered hudsonia and a golden-rain tree at least 100 years old.

There were three educational contest exhibits set up by the Nassau and Suffolk county extension services and the Long Island Agricultural and Technical Institute. The two exhibits prepared for the extension services by David Cheever and William Titus consisted of live insects or tree specimens with specific insect injury and colored slides showing various insects and types of damage to shade trees. The arborists were asked to identify these, and John Hickey, John P. Kean, Inc., Greenlawn, was the winner. Al Taska set up the Long Island institute's exhibit of 20 different shade trees for plant identification. David Singer won this one.

Lawrence Borger, Bayside, organized demonstrations of various types of equipment, including portable stump cutters, trench diggers, chain saws, log splitters, pruners, tractors and chippers. Instead of walking from one demonstration spot to another, as in past years, the arborists watched from bleachers as each piece of equipment was operated.



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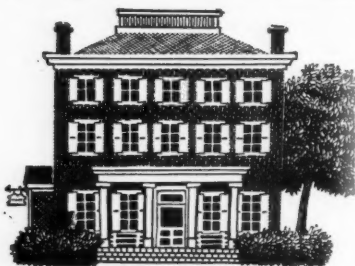
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OBITUARY

Homer L. Bonillas

Homer L. Bonillas, 58, Monrovia Nursery Co., Whittier, Calif., died July 13 at the Presbyterian Inter-community hospital, Whittier, after an illness of several months. A past director of the California Association of Nurserymen, Mr. Bonillas had been a nurseryman for 37 years and was associated with the L. B. Merrick Nursery, Whittier, before joining Monrovia 10 years ago. He is survived by his widow, Mabel; a daughter, Katherine; his mother, and a brother.

H. W. Stuhr

H. W. Stuhr, 81, president of Nebraska Nurseries, Inc., Lincoln, Neb., and a member of the American Association of Nurserymen, died July 23. Survivors include his widow, Rose; four daughters, and 10 grandchildren.

Thomas A. Lynam

Thomas A. Lynam, an operator of the Marple Nurseries, Broomall, Pa., died August 2 at the age of 40. He was a resident of Newtown Square, Pa. Among the survivors are his widow, the former Josephine Rowan; two sons, and a daughter.

COTONEASTERS

[Continued from page 13]

mate of England as one of the best and most conspicuously fruiting of all shrubs. The red fruit is borne in large clusters three inches or more in diameter; the leaves are deciduous and it is one of the most vigorous-growing species of the genus. Several varieties are grown in England, one with yellowish to creamy-white fruit, fructuluteo, another with pendulous branches, pendula, and a third listed as vicari, which is supposed to be a better-fruited form than the species, but which Dr. B. K. Boom now claims is a variety of the hybrid species *C. watereri*.

C. glaucophylla: 10, Z 7, W. China, brightbead cotoneaster—This or one of its varieties is considered one of the best evergreen cotoneasters in Golden Gate park, San Francisco, Calif. It is bushy and attractive the year around, and since it is one of the last to bear fruit, it usually yields fruit sprays at Christmas.

C. henryana: 10, Z 7, central China, Henry cotoneaster—A fast-growing evergreen with long dark green leaves two to four and one-half

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HILLMAN WREATH RINGS AND MACHINE

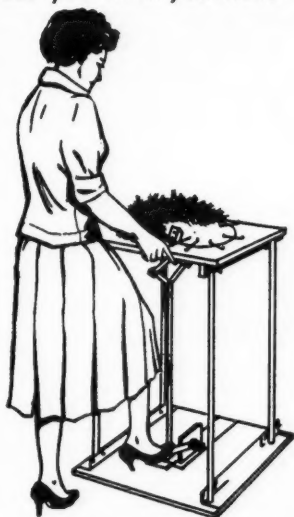
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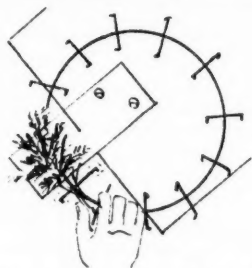
HOW TO INSTALL THE WREATH MACHINE

1. Make sure the connecting rod is straight up and down.
2. Foot pedal must touch the floor before the jaws are completely closed.
3. Adjust the cams on the sides of the jaws so that the clip fits snugly.
4. Adjust the jaws when you use a different size clip.
5. Oil moving parts occasionally.



Insert your Hillman machine into a table slot or clamp it to the outside of a bench. The Hillman machine is completely portable; when not in use, it can be taken down and stored away. **All machine parts are guaranteed, regardless of the year purchased; any broken part will be replaced without cost.** (Springs are free.)

TO MAKE A WREATH—FOLLOW THESE INSTRUCTIONS



Step 1. Place clip of ring into jaws of machine. Place greens into clip and step on foot pedal to close clip over greens.



Step 2. Repeat same operation as you move clockwise. The amount of greens in each clip depends on whether the wreath is light or heavy.



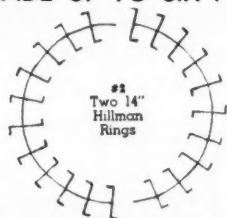
Step 3. To finish wreath, lift first handful of greens with right hand and place last bunch of greens into last clip with left hand. After closing clip, allow first greens to fall into place.

INSTRUCTIONS FOR EXTRA-LARGE WREATHS

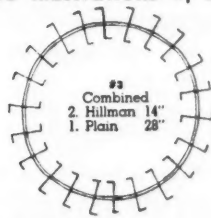
ANY SIZE WREATH CAN BE MADE UP TO SIX FEET — See illustrations 1, 2 and 3.



#1
One 28"
Plain
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#2
Two 14"
Hillman
Rings



#3
Combined
2. Hillman 14"
1. Plain 28"

1. Cut Hillman rings with wire cutter and place under plain ring.
2. Complete one section with Hillman ring at a time.

OTHER USES FOR RINGS

- Good or defective rings can be used to make up crosses or grave sprays.
- In making sprays, skip every other clip.
- Cut rings apart and straighten to size desired.
- In making crosses, skip one section where greens cross.

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inches long, withstanding seashore situations. The fruit is brownish and not so colorful as that of some of the other species, but the plant is desirable for its foliage.

C. horizontalis: 3, Z 4, W. China, rock spray—A commonly popular ornamental, widely grown, valued for its flat growing habit and bright red berries slightly less than one quarter of an inch in diameter. The variegated form, variegata, has leaves edged with white and makes a dainty specimen for the rockery.

C. hupehensis: 6, Z 4, central China, Hupeh cotoneaster—A deciduous shrub with red fruit, almost one-half inch in diameter, and yellow autumn color.

C. lactea: 8 to 12, Z 5 to 6, W. China—With large, oval, leathery leaves, gray tomentose beneath, and small red berries, this species is usually evergreen and somewhat similar to *C. henryana* and *C. salicifolia*, but the leaves are considerably broader. It might be omitted if these other two species prove satisfactory.

C. lucida: 9, Z 4, Altai mountains, hedge cotoneaster—One of the few black-fruited forms recommended, chiefly because of its lustrous leaves. A fine foliage plant, sometimes even used in hedges, although this might be considered inadvisable because of susceptibility to disease and insect pests.

C. microphylla: 3, Z 5, Himalayas, small-leaved cotoneaster—An evergreen making an excellent rock garden plant, somewhat smaller than *C. horizontalis*, with red fruit and leaves that are slightly smaller also.

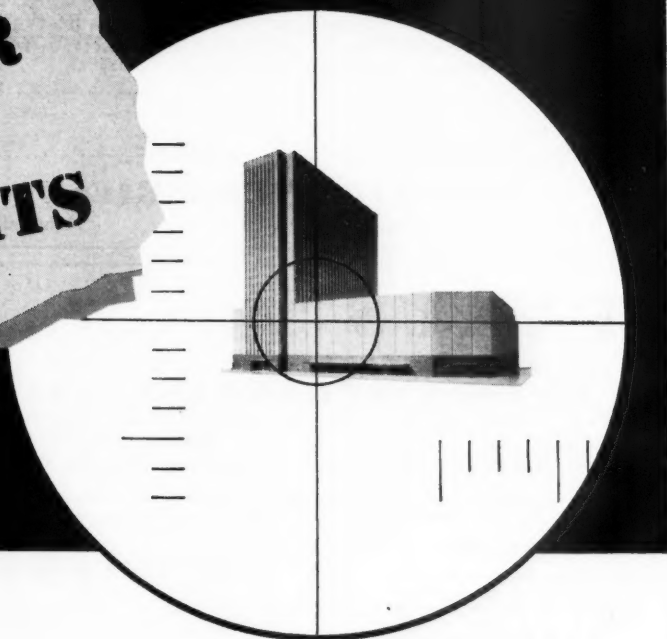
C. m. cochleata: Prostrate—An excellent form.

C. m. thymifolia—This variety has the smallest leaves, one eighth to three eighths of an inch, of any of the cotoneasters hardy in the north and is excellent for the rockery.

C. multiflora calocarpa: 6, Z 5, China—Deciduous, with flowers in large clusters and bright red, profusely borne fruit, this variety is superior to the species. The branches are arching, making a handsome shrub. Because of the large flower clusters, this is one of the few cotoneasters making a real display when it is in flower.

C. racemiflora soongorica: 8, Z 3, W. China, Sungari rock spray—E. H. Wilson brought this from the Orient and often talked about it as one of the most conspicuously beautiful of the cotoneasters. The fruit is bright red, one third of an inch in diameter. The plant at the Arnold Arboretum is eight feet tall and 15 feet across, deciduous, and does not seem to flower and fruit too well

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every year. However, this is a variable species, and it may well be that other plants are worthy of the high recommendation this variety has received in the past.

C. rotundifolia: 10, Z 6, Himalayas—With somewhat the habit of *C. horizontalis*, this semievergreen or deciduous shrub has often been considered the best of the cotoneasters because its fruit is the largest, half an inch in diameter, and brightest colored, often remaining on the plant well into the winter. The variety *lanata* is supposed to have three to eight berries in each cluster, while the species has only one to three.

C. salicifolia floccosa: 15, Z 5, W. China, hardy willow-leaved cotoneaster—Half-evergreen to evergreen, this is popular in the midsouth; first, because it is the hardiest of this species and second, because of its beautiful clusters of bright red fruit, usually borne 10 or more to the cluster. Its graceful arching habit and evergreen to semievergreen leaves aid in making it a desirable specimen. The Hillier Nursery, Winchester, England, lists a variety of this species, *fructuluteo*, with clear yellow fruits, but I have never seen it.

C. simonsi: 12, Z 5, Khasia mountains, Simon's cotoneaster—With lustrous leaves, deciduous and somewhat stiff in habit, this has bright red fruit up to two fifths of an inch long. It is probably too tall to be valuable in the shrub border.

C. tomentosa: 9, Z 4, S.E. Europe, brickberry cotoneaster—The leaves are whitish on the undersurface; fruit bright red, one third of an inch in diameter, borne in 3 to 12-fruited clusters. Admired because of its foliage.

C. wardi: 6 to 9, Z 7, S.E. Tibet, Ward's cotoneaster—This stiffly branched, moderate-size shrub has leaves dark glossy green above, white beneath. The berries are a bright orange red, three eighths of an inch wide. This is closely related to *C. francheti*.

C. zabeli: 6, Z 4, central China, Cherryberry cotoneaster—The red fruit is borne in clusters of eight or more.

C. z. miniata—This variety bears orange-scarlet fruit and leaves that turn yellow in the autumn.

More Trial Needed

C. watereri: 3 to 20, Z 7—During the past 50 years numerous hybrids of *salicifolia*, *frigida* and *henryana* have appeared in England and have been listed under various names. This group is closely related. I do not know much about them from first-hand experience. In any event, Dr.

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Specials for September

PERENNIALS

Field-Grown, 2-Yr.-Old Delphinium, \$12.00 per 100
 Belladonna, sky-blue, 2 to 2½-ft.
 Lamartine, deep blue with white center, tall grower.
 Lavendula Vera (Sweet Lavender), \$12.00 per 100
 Iberis (Candytuft), sempervirens, \$12.00 per 100

CHRISTMAS TREES

Scotch Pine, Austrian Pine, Norway Spruce, White Spruce. Select grade, 5 to 7 ft., \$2.00 each. Bundling extra.

SEEDLINGS

Colorado Blue Spruce, 8 to 10 ins., TP, 6/32-in. cal., \$20.00 per 100, \$125.00 per 1000.
 Black Spruce, 4 to 8 ins., S., 5/64-in. cal., \$5.00 per 100, \$20.00 per 1000, \$18.00 per 1000 in 10,000 lots.

B. K. Boom, of Wageningen, Holland, has recently attempted to place them all under the hybrid species *C. watereri*. Whether this is the correct disposition of these plants remains to be seen. Here are some that have been used in America or England:

Aldenhamensis—Leaves small, rugose; fruit small, purple.

Cornubia—Grows 20 feet tall; berries borne in profusion, weighing down the branches.

Exburiensis—Leaves rugose and green; berries yellowish and in large clusters; sometimes incorrectly listed as Rothschildiana.

Herbstfeuer—A new hybrid in Holland, forming large carpets of foliage and rooting readily. It has the general habit of *C. dammeri* but is more vigorous. The fruit is red.

Vicari—Large shrub; small purple fruit.

Watereri—Large shrub; arching branches; bright red fruit.

Cotoneasters To Discard

A—differs little from species.

B—inferior to or no better than recommended types.

C—of little ornamental value.

acuminata B—Not superior to *C. dielsiana*.

acutifolia C—Black fruit.

acutifolia villosula A.

[Concluded on next page]

New and Coming Sure-Fire Roses



DRESDEN (Plant Patent No. 1857), retail \$3.50. One of the finest new roses of the world. Vigorous hybrid tea bush producing prize-winning quality blooms, 55 or more petals. Color is white with very light pink blush. In warm weather the bloom is often pure white. The dark green foliage is disease resistant. This variety has been tested and enthusiastically received in all parts of the country.

PUREGOLD (Plant Patent No. 1859), retail \$3.00. A rich yellow-colored hybrid tea with long pointed bud and color that never fades. Bloom repeats well. Very lustrous foliage.

BROCADE (Plant Patent No. 1856), retail \$3.00. A bicolor rose-pink and white hybrid tea. Tall-growing bush produces flowers almost as large as Peace. Flowers have firm texture and nice fragrance.

BINGO (Plant Patent No. 1392), retail \$2.50. A luminous deep red hybrid tea with grandiflora tendencies. Has been gaining in popularity each year since introduction. Rated 7.7 on list of high-rated red hybrid teas. Wonderful fragrance.

PINK FRAGRANCE (Plant Patent No. 1493), retail \$2.25. A deep pink hybrid tea with excellent bud form and very lustrous foliage. Delightful strong fragrance. Excellent repeat bloomer.

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- ★ *Retail at Top Dollar*
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south, off U. S. Rt. 20

affinis C—Fruit purple brown, nearly black.
affinis bacillaris C—Upkempt habit.
ambigua C—Differs little from C. acutifolia.
amoena B—Closely similar to C. francheti.
Blackburn—Doubtful if now in existence.
bullata—The variety floribunda is better, for it produces more flowers and fruit.
bullata macrophylla C—Leaves too large and coarse.
buxifolia vella A.
cooperi C—Dark purple fruit.
cooperi microcarpa A.
crispi B—Leaves like those of C. pannosa, fruit like that of C. frigida.
dammeri radicans A.
dielsiana elegans B—The only difference is that the leaves of this variety remain on longer in the fall.
dielsiana major B.
disticha B—Somewhat resembling C. horizontalis.
francheti cinerascens A.
glabrata B—Closely resembling C. salicifolia.
glaucophylla serotina A.
glaucophylla vestita A.
glomerulata B.
harroviana B—Similar to C. pannosa.
hebeophylla B.
horizontalis Ascendens C.
horizontalis perpusilla B—Smaller fruit and leaves than species.
horizontalis wilsoni B.
ignava C—Dark purple fruit.
integerrima C—Open habit; dull red fruit.
lindleyi C—Black fruit; coarse foliage.
melanocarpa C—Black fruit.
melanocarpa commixta C—Black fruit.
melanocarpa laxiflora C.
microphylla melanotricha A.
microphylla Velloea B.
microphylla Ruby B—Often grown under the name of C. rubens.
moupinensis B—Black fruit; C. foveolata is more widely used.
multiflora—Actually a fine plant, but the fruit of the variety calocarpa is larger; hence the latter is recommended.
multiflora granatensis A.
newryensis B.
nitens C—Black fruit; sparse foliage.
nitidifolia B.
obscura B.
obscura cornifolia B.
pannosa B—Similar to C. francheti.
racemiflora B—Not so profuse in fruit as the variety soongorica.
racemiflora microcarpa B—Similar to C. racemiflora soongorica.
racemiflora nummularia A.
racemiflora royleana A—Differs little except that it is slightly lower in height than species.
racemiflora veitchi A.
reticulata C—Purplish-black fruit.
rhytidophylla B.
rosea B—One of the species most susceptible to fire blight.
rubens B.
salicifolia B—Red fruit, but smaller than that of the variety floccosa.
salicifolia rugosa B.
salicifolia Avondrood B.
submultiflora B.
tenuipes C—Black fruit.
turbinata B.
uniflora B.
verruculosa B—Differs little from C. disticha.

HEIRS of Ramon Corrales recently sold property of Camarillo Valley Nursery, Ventura, Calif.

WAGE-HOUR CASE

A stipulation was filed in the regional office of the wage-hour division of the United States Department of Labor, May 3, which in substance confirms the court decision in the Huntsville Wholesale case and covers another area which applies to office and mail-order department employees of this particular firm. Other mail-order nursery firms in interstate business may feel this has a bearing on their situations.

In the Shenandoah case, now concluded, reports A. A. N. headquarters, it has been held that all employees working in the office and mail-order department in any capacity and all those employed in the warehouse or otherwise when working on nursery products which have been received from other growers or producers whether under contract or not are covered by the wage-hour provisions of the law. The one exception is that relating to the 14 work-week seasonal exemption provided in section 7 (c) of the act.

NEW YORK EVENT

Members of the Northeastern New York Nurserymen's Association attended a tour and picnic at Adams Nursery, Westfield, Mass., August 4.

Floyd Oatman and Charles Godin, of the Adams Nursery, welcomed the nurserymen at the beginning of the social hour, which preceded a tour of the various plantings. Mr. Godin also conducted the group on an inspection of the buildings and facilities of the nursery, including the sales rooms, storage and propagation houses and shipping facilities.

The annual meeting and election of the association will be held in the Saratoga room of Howard Johnson's restaurant, south of South Glens Falls, N. Y., October 6.

STREET AND LAWN TREES

Expressing a pessimistic view of future planting of the American elm in areas where the Dutch elm disease is becoming widespread, the bulletin of popular information of the Morton Arboretum, Lisle, Ill., for July-August, 1960, presents lists to provide "Street, Shade and Lawn Trees to Meet Every Purpose."

Under fast, moderate and slow growers, trees are listed according to size, with comments as to shape, area of adaptability, special characteristics and favorable or unfavorable habits. The nurseryman seeking to revise his growing or selling list of trees should find this 8-page bulletin helpful.

QUALITY SEEDLINGS-TRANSPLANTED LINERS

Fall, 1960—Spring, 1961

	50 or more per 100	500 or more per 1000	5000 or more per 10000
Taxus cuspidata capitata (Upright Yew), seed-grown			
X, 10 to 14 ins.	\$30.00	\$225.00	\$210.00
X, 6 to 10 ins.	22.50	165.00	150.00
(3-0), 3 to 8 ins.	9.00	75.00	65.00
Taxus, 3-yr., T.			
Media hicksi, 10 to 12 ins.	45.00	400.00	....
Media hattfieldi, 10 to 12 ins.	45.00	400.00	....
Media browni, 6 to 8 ins.	45.00	400.00	....
Densiformis, 6 to 8 ins.	45.00	400.00	....
Pfitzer Juniper			
X, 8 to 10 ins.	35.00	....	....
Colorado Blue Spruce			
XX, 10 to 15 ins.	65.00	600.00	....
X, 10 to 14 ins.	18.00	135.00	125.00
X, 6 to 10 ins.	12.00	90.00	85.00
(3-1), 6 to 12 ins.	10.00	65.00	60.00
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.50	32.00	30.00
White Spruce			
(3-0), 5 to 10 ins.	7.00	30.00	28.00
Black Hills Spruce			
(3-1), 5 to 10 ins.	10.00	60.00	....
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.00	30.00	28.00
Norway Spruce			
X, 8 to 12 ins.	12.00	90.00	85.00
(3-1), 6 to 12 ins.	10.00	65.00	60.00
Understocks, 5/16-in. cal. and up	12.00	75.00	....
(3-0), 3 to 6 ins.	6.00	24.00	22.00
(3-0), 6 to 10 ins.	7.00	30.00	28.00
Ponderosa Pine			
X, 12 to 15 ins.	10.00	60.00	....
X, 8 to 12 ins.	8.00	45.00	40.00
Austrian Pine			
X, 10 to 15 ins.	10.00	55.00	....
X, 6 to 10 ins.	8.00	40.00	38.00
White Pine			
XX, 12 to 15 ins.	35.00	....	....
Norway Pine			
XX, 15 to 18 ins.	40.00	....	....
XX, 12 to 15 ins.	30.00	....	....
Riga Scotch Pine (Poland)			
XX, 15 to 18 ins.	40.00	....	....
XX, 12 to 15 ins.	30.00	....	....
Scotch Pine, Auvergne			
XX, 15 to 18 ins.	40.00	....	....
XX, 12 to 15 ins.	30.00	....	....
(2-1), 3 to 6 ins.	8.00	32.00	28.00
(3-0), 10 to 16 ins.	6.00	26.00	22.00
(3-0), 6 to 16 ins.	6.00	23.00	19.00
(3-0), 6 to 10 ins.	6.00	20.00	16.00
Douglas Fir (Taxifolia glauca)			
(2-1), 5 to 10 ins.	8.00	35.00	32.50
(3-0), 8 to 12 ins.	8.00	35.00	32.50
(3-0), 4 to 12 ins.	7.00	30.00	27.50
(3-0), 4 to 8 ins.	6.00	27.50	25.00

Illustrated list sent on request. Samples of transplant sizes at 100 rate; seedlings no charge.
Order minimum \$10.00, transplants 10, seedlings 50.

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Norway Spruce, 3 to 7 ft.
White Pine, 3 to 9 ft.
Austrian Pine, 4 to 9 ft.
Scotch Pine, 3 to 9 ft.
Red Pine, 3 to 10 ft.
Norway Maple, 1½ to 3-in. cal.
Crimson King Maple, 1½ to 2-in. cal.
Flowering Crab Apples, 6 to 8 ft.
Sweet Gum, 1½ to 2-in. cal.

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

THE NURSERYMAN AND CONSERVATION

The public does not particularly look upon the nurseryman as an expert on conservation, nor does the nurseryman generally think of himself as a conservationist. Yet in many phases of conservation he is an expert, and in a few phases he has the best of all insights.

It is the nurseryman who grows the products that are used in making gardens out of bulldozed new lands or in renewing areas that were once slums. His products are used to heal the scars made in the countryside by new highways and other construction. All reforestation is accomplished through techniques the nurseryman knows well. By merely growing his many beautiful plants he makes the general public conscious of plants, their beauty and attractiveness, their many uses and their importance.

Sees Fallacies

Perhaps the reason the nurseryman does not emphasize his place in conservation is that, through his insight into the behavior of plants, he realizes that some of the present thoughts on conservation are founded on false bases, and it is difficult for him to get excited about them.

He does not, of course, condone the careless destruction of plant life and other natural assets, but he realizes that a plant is a living thing, with a definite life cycle, during which it can be used and enjoyed and after which it can easily be replaced.

The nurseryman knows that it is meaningless to include such plants as dogwood and holly on conservation lists, for nature will replenish the supply unaided, and, if it were commercially profitable to do so, he could grow them by the millions.

Even the rare plants, whose natural increase is dependent upon nature's furnishing precise ecological conditions, could be multiplied, in all probability, beyond their occurrence before the settling of the country.

Such plants as epigaea, fringed gentians and certain terrestrial orchids have always been rare, but if the same production efforts were directed toward these as are devoted to commercial orchids, they could probably be grown in quantity.

Every rare plant that nurserymen

successfully introduce to gardeners rapidly goes through certain stages. The first of these is a short period of popularity and highly profitable propagation. Next, if the plant remains popular, it is soon overpropagated, and profits decline. Finally, it may become so plentiful that propagation is unprofitable.

Nature Keeps Fighting

The nurseryman in the operation of his nursery comes to realize that if there is anything nature abhors more than a vacuum, it is the absence of plant life from even a square foot of cultivated soil. His main difficulty in growing plants is not in propagating or producing them, but rather in keeping nature from beating him to it with some unwanted plant. This is true not only of annual and herbaceous weeds, but of trees. Even the afore-mentioned holly and dogwood come up all over the area where birds have carried the seeds.

The same rules apply when any natural area is abused or despoiled. While it is possible to ruin such an area permanently, it is actually difficult, for nature constantly fights to restore plant life.

Earlier in the article, mention was made of propagation for reforestation. A little calculation shows it is possible to raise 500,000 pine seedlings in a 20x50-foot greenhouse. These seedlings, when planted out, would cover more than 5,000 acres.

Certainly no one is more conscious of the soil and its importance than is a nurseryman. His concern in this regard extends not only to his own nursery, but also to any property which he landscapes. When he hears the conservationist say it takes a hundred years to make an inch of topsoil, he knows that this statement, true in nature, is only a half truth in soil dynamics.

The nurseryman knows that he can take run-down land and, with the expenditure of a very considerable sum of money and labor, rehabilitate it to full fertility in five years. Often on landscape jobs, by radical substitution and correction of deficiencies, he can rehabilitate poor soil in one season.

In actuality, conservation is an economic problem, rather than a

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Scotch Austrian Red
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ORNAMENTALS
LINING-OUT STOCK
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NEW CARLISLE, O.

natural or a physical one; in time, no doubt, it will be brought into its proper perspective.

INDIANA SUMMER MEET

[Continued from page 14]

to potential hedge buyers by rating the various hedges in the demonstration area. Following is a list of hedges which have received the recommendation of the arboretum's staff and are classified according to the size of the hedge:

Dwarf deciduous hedges (may be kept clipped as low as one foot) rated as good are *Berberis thunbergii* erecta, *Truehedge* columnberry; *Spiraea japonica* ovalifolia, oval-leaved Japanese spirea, and *Teucrium chamaedrys*, germander.

Dwarf evergreen hedges rated as good to excellent are *Euonymus fortunei* carrierei, glossy wintercreeper; *Euonymus fortunei* coloratus, purple-leaved wintercreeper, and *Euonymus fortunei* vegetus, big-leaved wintercreeper.

Low, deciduous hedges (may be kept clipped to two feet) rated as excellent or good to excellent are *Physocarpus monogynus*, mountain ninebark; *Ribes alpinum*, alpine currant, and *Spiraea multiflora*, snowgarland spirea. The only low evergreen hedge rated as good is *Buxus microphylla* koreana.

Medium-sized deciduous hedges (two to five feet) rated as excellent are *Acer ginnala*, Amur maple; *Chaenomeles lagenaria*, flowering quince; *Cornus mas*, Cornelian cherry dogwood; *Cotoneaster acutifolia*, Peking cotoneaster; *Cotoneaster lucida*, hedge cotoneaster; *Cotoneaster nitens*, pinkblush cotoneaster; *Euonymus alatus*, winged euonymus; *Euonymus alatus* compactus, dwarf winged euonymus; *Larix decidua*, European larch; *Ligustrum amurense*, Amur privet; *Physocarpus intermedius* parvifolius, dwarf Illinois ninebark; *Rhamnus infectoria*, Avignon berry; *Rosa hugonis*, Father Hugo rose; *Syringa chinensis*, Chinese lilac; *Syringa vulgaris*, common lilac, and *Viburnum lantana*, wayfaring tree viburnum.

Medium-sized evergreen hedges rated as good to excellent are *Taxus cuspidata*, Japanese yew; *Chamaecyparis thyoides*, white cedar; *Taxus media* hicksii, Hicks yew, and *Thuja occidentalis*, American arborvitae.

Tall deciduous hedges (five feet and over) rated as excellent are *Cornus mas*, *Larix decidua*, *Syringa chinensis*, *Syringa vulgaris* and *Acer ginnala*. Tall evergreen hedges rated as good to excellent are *Pinus strobus*, white pine; *Juniperus chinensis*,

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	Per 100	Per 1000
6 to 12 ins.	\$ 6.00	\$ 55.00
12 to 18 ins.	8.00	75.00
18 to 24 ins.	12.00	100.00
2 to 3 ft.	17.00	140.00
3 to 4 ft.	22.00	190.00
4 to 5 ft.	30.00	250.00
*4 to 5 ft.	75.00
*5 to 6 ft.	100.00
*6 to 8 ft.	150.00

*Well-branched, straight, good for cash sales.

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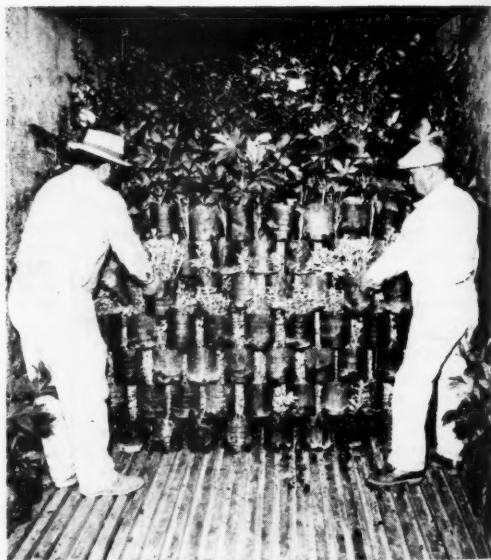
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★ Place your order in advance so shipment can be made on time. Select and reserve your stock today.

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AND PROFITS WITH **IR GROWN PLANTS** **DIRECTED DIRECT TO YOUR NURSERY**



Healthy, husky container stock, individually grown with your customers in mind, still in their original growing soil and ready for planting any time to bring you year 'round profit.

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There may be as good — none better.

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3-yr., 2

Per 100 Per 1000

Colorado Blue Spruce		
8 to 10 ins.	\$18.00	\$140.00
6 to 8 ins.	15.00	110.00
4 to 6 ins.	12.00	90.00
Black Hills Spruce		
8 to 10 ins.	18.00	140.00
6 to 8 ins.	15.00	110.00
4 to 6 ins.	12.00	90.00
Norway Spruce		
12 to 18 ins.	15.00	130.00
10 to 12 ins.	12.00	100.00
8 to 10 ins.	10.00	80.00
Grafting grade, 5/16 to 1/2 in. cal.	10.00	75.00
American Arborvitae		
15 to 18 ins.	18.00	150.00
12 to 15 ins.	15.00	100.00
8 to 12 ins.	10.00	80.00
Austrian Pine		
10 to 14 ins.	15.00	...
6 to 10 ins.	12.00	...

SEEDLINGS

3-yr.

Norway Pine		
8 to 12 ins.	5.00	37.50
6 to 8 ins.	4.00	30.00
White Pine		
6 to 10 ins.	5.00	30.00
3 to 6 ins.	4.00	25.00
Scotch Pine, French		
10 to 14 ins.	5.00	27.50
6 to 10 ins.	4.00	22.50
Austrian Pine		
8 to 10 ins.	6.00	40.00
6 to 8 ins.	5.00	30.00
American Arborvitae		
6 to 10 ins.	4.00	30.00
Mugho Pine, Tyroleann		
3 to 5 ins., sheared	6.00	40.00
Douglas Fir, taxifolia glauca		
6 to 10 ins.	5.00	30.00
Black Hills Spruce		
6 to 8 ins.	4.00	35.00
3 to 6 ins.	3.00	25.00
Colorado Blue Spruce		
6 to 8 ins.	4.50	35.00
4 to 6 ins.	4.00	27.50
Norway Spruce		
6 to 10 ins.	4.00	27.50
4 to 6 ins.	3.00	22.50

Write for special prices on large quantities.

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ILEX MENTOR GLOSSY

Not Patented

Growth habit is vigorous, spreading and upright, foliage is glossy dark green with a brilliant luster, hardier than Ilex convexa, in the Detroit and Cleveland area winter of 1959-60.

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2-yr., 6 to 9 ins., 45c each per 100

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Mentor, Ohio

LINING-OUT and FIELD-GROWN

2-yr., 6 to 9 ins., 45c each per 100

3-yr., 9 to 12 ins., 75c each per 100

	Each	Each
	Per 10	Per 100
12 to 15 ins., B&B	\$2.90	\$2.75
15 to 18 ins., B&B	3.35	3.25
18 to 24 ins., B&B	4.00	3.85
24 to 30 ins., B&B	5.00	4.50

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South Euclid 21, Ohio

Chinese juniper, and Thuja occidentalis.

The third tour, conducted by Walter Eickhorst, was a bus trip through the wooded areas. Mr. Eickhorst said that many of the materials have been brought in and planted since 1935. The bus passed a man-made lake which was put in last year and covers about eight acres. Just beyond the lake the group viewed a collection of American holly and viburnum growing on hilly ground. Mr. Eickhorst said that these varieties are doing well on the uneven topography.

The tour then proceeded through new collections of crab apples and magnolias. Mr. Eickhorst stated that they have had about 99 per cent success with the new crab apple plantings. He also mentioned that there are 25 to 35 different forms in the magnolia collection. While passing a collection of chestnuts, Mr. Eickhorst said that the Chinese variety produces fruit superior to that of the American form.

A collection designed to show the variations of foliage color in different species of woody plants was viewed next. The arboretum has tried to maintain at least three samples of each plant displayed.

The visitors then passed through a shade tree demonstration plot, including several species of elm, where the trees are set out on 20-foot spacings. A new street tree demonstration plot was also viewed. Among this group were several maples, pin oaks, sweet gums, beeches, hawthorns and some small elms. Other collections seen on the tour were special sections devoted to maples and oaks, including a large collection of English columnar oaks; elms, and ashes.

Mr. Eickhorst said that the University of Illinois maintains a drug experimental station at the arboretum. Its location here is attributable to the fact that there are large numbers of drug plants contained in the arboretum collections.

Annual Banquet Held

On Monday evening, the group assembled at the Spinning Wheel restaurant, Hinsdale, Ill., for the annual banquet. President James A. Maschmeyer, of Maschmeyer's Nursery, Indianapolis, Ind., thanked the group for the excellent attendance and expressed a desire for a combined meeting of Illinois and Indiana nurserymen in the future.

Mr. Maschmeyer then introduced the guests of honor as Henry Lohse, Henry Lohse Nursery, Dixon, Ill.,

WISCONSIN-GROWN CHRISTMAS TREES

Balsam Fir, Native
and Plantation Spruces

Sheared Scotch, White
and Red Pines

Boughs, Wreaths,
Roping

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**WISCONSIN CHRISTMAS TREE
PRODUCERS ASSOCIATION, INC.**

West Salam, Wisconsin

R. B. Tremain, Secty.-Treas.

EVERGREEN SEEDLINGS and TRANSPLANTS

For Fall and Spring Delivery

Per 1000

Colorado Blue Spruce		
4-yr., T., 7 to 14 ins.	...	\$75.00
4-yr., T., 4 to 7 ins.	...	50.00
Norway Spruce		
4-yr., T., 10 to 16 ins.	...	55.00
2-yr., S., 4 to 8 ins.	...	18.00
White Spruce		
4-yr., T., 10 to 16 ins.	...	49.00
4-yr., T., 5 to 9 ins.	...	32.00
Black Hills Spruce		
4-yr., T., 8 to 12 ins.	...	60.00
Concolor Fir		
4-yr., T., 5 to 10 ins.	...	85.00
4-yr., T., 3 to 5 ins.	...	50.00
Blue Douglas Fir		
4-yr., T., 7 to 12 ins.	...	50.00
4-yr., T., 5 to 7 ins.	...	40.00
Gray Douglas Fir		
4-yr., T., 12 to 20 ins.	...	60.00
4-yr., T., 8 to 12 ins.	...	45.00
2-yr., S., 4 to 8 ins.	...	18.00
Balsam Fir		
4-yr., T., 9 to 14 ins.	...	60.00
2-yr., S., 2 to 4 ins.	...	12.00
Scotch Pine (Spanish Sierra or French Auvergne)		
3-yr., T., 7 to 14 ins.	...	45.00
6 to 12 branches per plant	...	15.00
2-yr., S., 7 to 10 ins.	...	15.00
Scotch Pine, nonyellowing		
4-yr., T., 12 to 16 ins.	...	60.00
8 to 12 ins.	...	35.00
Scotch Pine (Bavarian)		
4-yr., T., 10 to 14 ins.	...	50.00
6 to 10 ins.	...	30.00
Scotch Pine (Austrian Hills)		
4-yr., T., 12 to 16 ins.	...	40.00
2-yr., S., 8 to 12 ins.	...	15.00
Austrian Pine		
4-yr., T., 12 to 16 ins.	...	55.00
3-yr., T., 6 to 10 ins.	...	40.00
3-yr., T., 4 to 6 ins.	...	20.00

Full satisfaction guaranteed. All transplants are very heavily branched.

W. S. YOE NURSERIES
Madison, Ohio

president of the Illinois State Nurserymen's Association, and his wife; John Fiore, Charles Fiore Nurseries, Inc., Prairie View, Ill., treasurer of the Illinois State Nurserymen's Association, and his wife, and Roy F. Clavey, F. D. Clavey Ravinia Nurseries, Inc., Deerfield, Ill., director region 3 of the A. A. N., and his wife. Mr. and Mrs. Harold Bohling, Bohling's Nursery, Munster, Ind., were also introduced. Mr. Bohling was chairman of the I. A. N. summer meeting.

After the introductions, Mr. Maschmeyer presented Howard Gaar, Gaar Nurseries, Chesterfield, Ind., vice-president of the Indiana Association of Nurserymen, who reported on the recent A. A. N. convention at Cincinnati. He congratulated the group on its excellent attendance at the Cincinnati meeting, the figure being more than twice last year's count at Philadelphia. Mr. Gaar delivered several amusing anecdotes on the meeting concerning members of the Indiana association. He said that in his opinion the garden shop talks and landscaping day were highlights of the convention. Before closing his remarks, Mr. Gaar congratulated Dr. Donald Schuder, executive secretary of the I. A. N., on his election as president of the Nursery Association Secretaries for the coming year.

After Mr. Gaar's report, President Maschmeyer made a plea to non-members of the A. A. N. among the group to give serious consideration to joining the national association. He said that the A. A. N. is helping the nurseryman through the dissemination of information and such aids as maintaining lobby groups in Washington for the purpose of urging the passing of favorable legislation.

Mr. Maschmeyer then introduced Roy Clavey, who gave the closing remarks at the banquet. Mr. Clavey stated that he appreciated the enthusiasm shown for the A. A. N. among the group and gave special thanks to the I. A. N. for its work at the convention.

Group Visits Nurseries

On the morning of August 2, the group assembled at the arboretum and boarded chartered buses which transported them to the Matt Tures & Sons Nursery at Roselle, Ill. After a breakfast of coffee and rolls, they boarded carts and toured the 100-acre wholesale operation.

After the morning visit to the Tures firm, the nurserymen traveled to Prairie View, where they visited the Charles Fiore Nurseries. Their host, John Fiore, greeted the visitors

PEONIES

Standard 3 to 5-eye divisions. Shipments begin mid-September.

	Per 10	Per 100
Avalanche. Late midseason, blush-white.....	\$ 4.50	\$40.00
Baroness Schroeder. Flesh-pink, late midseason.....	6.50	60.00
Benjamin Franklin. Dark crimson, midseason.....	4.50	40.00
Duchesse de Nemours. Early, white.....	4.50	40.00
Edulis Superba. Very early, clear deep pink.....	3.20	28.00
Felix Crousse. Rosy-red, late midseason.....	4.00	35.00
Festiva Maxima. White, crimson flecks, midseason...	4.50	40.00
Fontenelle. Dark red, midseason.....	4.50	40.00
Frances Willard. Late midseason, pale pink to white...	5.00	45.00
Karl Rosefield. Midseason, bright crimson.....	4.50	40.00
Lady Alexandra Duff. Light blush-pink, midseason...	4.50	40.00
Le Cygne. Early, white tinged ivory.....	17.50	...
Longfellow. Midseason, bright crimson.....	6.50	60.00
Mme. de Verneville. White flecked crimson, early...	4.00	35.00
Mme. Emile Galle. Light rose-pink, late.....	5.00	45.00
Mme. Jules Calot. Old-rose pink, early.....	4.00	35.00
Mme. Jules Dessert. Creamy-white, late midseason...	5.00	45.00
Mary Brand. Dark crimson, midseason.....	5.50	50.00
Mons. Jules Elie. Light rose-pink, early.....	4.00	35.00
Octavie Demay. Early, rose-pink, darker center.....	4.50	40.00
Philippe Rivoire. Early, very dark crimson.....	10.00	...
Reine Hortense. Midseason, rose-pink.....	4.00	35.00
Sarah Bernhardt. Light rose rose-pink, late.....	4.50	40.00
Tourangelle. Pale cream-white, late.....	5.00	45.00

PEONIES BY COLOR

Red, unnamed	3.00	25.00
Pink, unnamed	3.00	25.00
White, unnamed	3.50	30.00

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"Your Wholesale Nurserymen"
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ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a
general assortment for
the best landscape plantings.

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Growers of Heavy Landscape Material

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Shade Trees

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Growers of Fine Perennials and
Rare General Stock

Fall catalog available soon.

P. O. Box 189 Painesville, O.

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Lovely golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed border. Should have full sun.

Per 10 Per 100 Per 1000
Liners in 2-in. pots ... \$2.00 \$18.00 \$150.00
Rooted cuttings, 100, \$10.00; 1000, \$80.00

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Ornamental Evergreens
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"TREES THAT PLEASE"

Evergreens
Shade Trees

Seedlings
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Write for price list.

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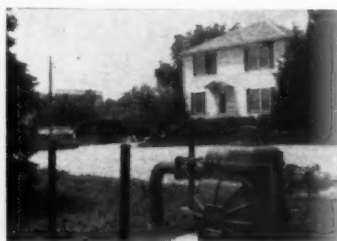
FLOWERING CRAB APPLES

For Charming Landscapes

Almey, scarlet, white star at base
 Arnold, pink turning white
 Atrosanguinea, carmine, unfading
 Beverly, buds red, flowers white
 Dolgo, white flowers, red fruit
 Eleyi, red flowers and fruit
 Hopa, crimson fruit, pink flowers
 Jay Darling, purplish-red
 Klehm's Improved Bechtel, double pink
 Niedzwetskyana, red flowers and fruit
 Profusion, carmine flowers
 Redfield, dark pink
 Redford, deep pink
 Red Silver, crimson flowers
 Sargent, dwarf, pure white
 Scheideckeri, pink, semidouble
 Van Eseltine, double rose-pink
 Zumi Calocarpa, pink to white.

We produce an extensive assortment of nursery stock for the wholesale trade. Write for complete price list.

THE WILLIS NURSERY CO.
 Ottawa, Kan.



See Classified Ad
 Under Lining-Out Stock

McININCH GREENHOUSES
 St. Joseph, Mo.

and cordially invited them to inspect the modern office facilities and several examples of topiary, which are prominently displayed on the lawn areas surrounding the offices.

According to Mr. Fiore, this is one of the two firms in the United States that still do topiary work. The art was brought to the Chicago area by Charles Fiore, pioneer Illinois nurseryman, from his native Italy. Although it is still widely practiced in several countries in Europe, especially France, England and Italy, topiary is almost a lost art here in the United States, largely because labor costs make it prohibitive. Only the very wealthy are willing to pay the price.

A barbecue luncheon was served the visitors before they once again boarded their buses for a tour of the Fiore grounds, which amount to about 650 acres planted to nursery stock of all varieties. At the end of the tour the group disembarked to view a demonstration by Michael De Pinto, superintendent of the nurseries and an employee of the firm for 35 years, who trimmed an evergreen into a spiral shape in about five minutes.

MAIL-ORDER TRENDS

[Continued from page 8]

pany may deliver as much as one third of its merchandise through U. P. S. in the coming season. He also believes that more color should be used in catalogs and that they should be made smaller.

Next to offer his comments was Mr. Jung, who stated that homeowners are looking for more information on gardening. They want specific planting instructions, and he believes that garden centers are not filling the need. Information in catalogs should be written with the customer in mind.

In 1900, he pointed out, there were 76,000 post offices in the United States. Now there are only half that number. Also, the number of express offices in the United States has been cut in half in that period.

The mail-order business is doing the public relations job for the nurseries, he believes. Mr. Jung strongly advocated that something be done about the government's postal policy, and urged the nurserymen to write to their congressmen regarding the situation this year.

Mr. Kelly advocated higher prices, pointing out that since he had a short supply of three-in-one cherries this past year, he raised the price by \$1, but he sold more than ever before. If orders are shipped faster, he said,

THE MEAD NURSERY

Rt. 3, Box 213

Oconomowoc, Wis.

Wholesale Growers
 of Landscape Stock

French Lilacs
 Flowering Crab Apples
 Honey Locusts
 Maples -- Willows
 Euonymus Fortunei
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Write for List

Specimen Landscape
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 Our Specialty ...

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SILVER MAPLE
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 JAPANESE WALNUT
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Sizes up to 2 1/4-in. cal. in quantity.
 Satisfactory prices.
 Customer pickup only.

D. & P. NURSERY

6659 E. Dunbar Rd. Monroe, Mich.

there is a chance for repeat business.

Mr. Ferris noted that there are fewer mail-order catalogs in his file; this is particularly true of fall catalogs. He believes that more allied lines could be introduced into mail-order catalogs and believes that nurserymen are missing much of the Christmas trade. Because of the bad season experienced by mail-order nurserymen earlier this year, he believes that prices will have to be raised or that a service and handling charge will have to be initiated in many mail-order nursery catalogs.

Mr. Relyea was asked to explain more about the United Parcel Service. This service charges 19 cents for the first pound and 3 cents for every pound thereafter. U. P. S. will deliver the merchandise right to the door, but it is necessary to transport the packages to a city that has this service.

Mr. Relyea believes that every city has a small delivery service and he has found ones that charge 22 cents a pound for the first pound and 3 or 4 cents for each additional pound. Delivery within a state is guaranteed within 24 hours; if the package is undeliverable, the sender is notified.

The merchandise does not have to be put in a fancy carton. It can just be placed in a bag with a bill of lading. Mr. Relyea pointed out that United Parcel Service will not deliver on rural route addresses. So far no size or weight limit has been set. He called attention to the syllabus put out by the Parcel Post Association which lists all delivery services in various cities around the country.

A discussion ensued on putting allied lines in catalogs, and one nurseryman pointed out that the shipping charges became too high; so he removed these from his catalog. It usually takes three or four years to develop a sufficient market. Another nurseryman stressed keeping the added lines to items directly allied to the nursery or seed business. Catalogs, believes another nurseryman, are turning back to the general store idea. It was pointed out that the cooperation of local better business bureaus and the federal trade commission can be obtained in curbing false advertising.

It was remarked by a nurseryman in the audience that returns from newspaper advertising have gone down even though newspapers are devoting more and more space to gardening. Another nurseryman stated that he had noticed this also, but added that if one can get his advertisement on the radio and television page it will pay.

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Top-grade plant material insures success.

Taxus browni
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Ilex convexa
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Euonymus alatus
Hawthorn, Paul's Scarlet
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DUGAN NURSERIES, INC.

Center St.

Perry, Ohio

1 mile south of U. S. 20, 8 miles east of Painesville.

FALL, 1960

EVERGREENS
FRUIT TREES

SHRUBS
SMALL FRUITS

SHADE AND ORNAMENTAL TREES

C. M. HOBBS & SONS, INC.

Bridgeport 31, Ind.

Phones: Indianapolis, CHapel 4-1812 — TErrace 9-4952
350 Acres Established 1875

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Alpine Currant
Hydrangea P.G.
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Evergreens
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Let us quote you on your requirements.

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NORTHERN-GROWN STOCK

Evergreen Liners
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Philadelphus Minnesota Snowflake
(Plant Patent No. 538).
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Collectors of Tree, Shrub and
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for Spring and Fall

Write for wholesale price list.

12-02 Ellis Ave., Fair Lawn, N. J.

PLANT NOTES HERE AND THERE

By C. W. Wood

Thoughts on Iceland Poppies

The Iceland poppy today is not much like it was when I first grew it a half-century ago. The seeds then available usually produced a plant growing from 12 to 15 inches tall; the flowers seldom exceeded an inch and a half across, and the color range was usually restricted to yellow with green at the center, orange, and white with a yellow base. I remember that 10 or 12 years later I received a packet of seeds from Alaska, presumably collected from the wild, which showed a vast improvement over those in my original trials.

Now, if one sows the Pencilstalk strain, he can expect stems to three feet in height, flowers to four or more inches across and a bewildering range of pleasing colors. It has become an important flower, not only for landscape use, under certain conditions, but also as a cut flower. The letter that prompted this note asked about its use as a cut flower before its usual outdoor season, reading, in part, as follows:

"I sometimes see in our local markets long-stemmed, large-flowered Iceland poppies a month or more before our plants in the open field are ready to cut. Can you suggest a way of handling this early crop?"

This is how I worked it in my trials years ago: So I would have flowers the first year from seeds, I sowed them early in a glass-covered frame. The most desirable plants, judging from the cut-flower standpoint, were marked while they were in bloom to have the best ones for forcing the following spring. When the plants became dormant in autumn, they were lifted and planted out in a frame on which glass was put the following spring. The plants were mulched as soon as the ground was frozen, and no more attention was given them during the winter. As soon as the sun commenced to have a little effect in late winter or early spring, the sash was put on, and the poppies were ready to be cut in no time at all, actually, a month or more in advance of the regular outdoor season.

Aster Spectabilis

A letter I received recently from a New Jersey reader, to whom I had recommended *Aster spectabilis*, a native of that state, about 10 years ago

as a possible addition to his list of perennials, notes that the plant has proved to be one of his best sellers. I was glad to hear not only that he had found another source of profit, but also that my confidence in the plant had been justified. It is, in my opinion, one of the best of the neglected asters, rivaling or even surpassing, in their native states, the New England and New York asters which have had so much attention from gardeners and plant breeders.

Aster spectabilis grows naturally along the Atlantic from New England to Delaware, according to "Hortus," and to North Carolina, according to Gray's "Manual," generally near the coast in sandy or rocky soil. Like many wildlings, it improves in its performance and general appearance when given the advantages of garden soil and care.

It then produces numerous erect stems to a height of two feet or more, smothered under a canopy of large, blue-violet flowers, commencing in

August here in northern Michigan and lasting through September. Although it occurs naturally in sandy soil, it is greatly improved when moved to the richer soil of the garden, not only in size of flower, but also in the number of flowers in the heads. Being stoloniferous, it is easily propagated by division of the stools. It may also be grown from cuttings.

Small Globe-flowers

An eastern grower of aquatics asks for a resume of the small globe-flowers, but I never had much success with any of them. In the first place, a *trolius* seed has to be really fresh if one expects to get good germination, and that is especially true of the little mountaineers. One can usually expect good germination from *T. europaeus* and its forms when seeds of summer production are sown in fall in an outdoor frame, but I never had that sort of luck from the small fry; in fact, I never got a sin-

FALL SURPLUS STOCK SALE

250	<i>Capitata</i> Yew,	Each
	24 to 30 ins., B&B.....	\$5.50
300	<i>Cuspidata</i> Yew,	
	15 to 18 ins., B&B.....	3.50
200	<i>Cuspidata</i> Yew,	
	18 to 24 ins., B&B.....	4.25
200	<i>Hicks</i> Yew, 18 to 21 ins.,	
	B&B	3.25
100	21 to 24 ins., B&B.....	4.00
25	24 to 30 ins., B&B.....	4.50
150	<i>Globe Arborvitae</i> ,	
	21 to 24 ins., B&B.....	3.00
200	<i>Euonymus Alatus</i> ,	
	24 to 30 ins., B&B.....	3.00
200	<i>Euonymus Sarcocoe</i> ,	
	12 to 15 ins., B&B.....	1.50

This stock has been sheared heavy. It is full and compact.

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Surplus nursery stock. Liners or finished stock. Let us help you turn your surplus into cash.

We can market up to solid truck lots of single or assorted items. Lesser quantities also of interest.

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Write—
Forrest Keeling
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MISSOURI
GROWN
IS HARDY...

10,000 TAXUS

Available from heavy well-sheared nursery stock. B&B, hand dug on digging forms. Write for our complete wholesale listing.

Intermedia	<i>Cuspidata</i>
Andersoni	<i>Hicks</i>
Browni	<i>Media</i>
Densiflormis	

15 to 18 ins.	\$3.50
18 to 24 ins.	4.50
24 to 30 ins.	5.50

ANNA NURSERY

615 S. Main St. Anna, Ill.



TAXUS

Send for complete price list now ready.

EAGLE CREEK NURSERY CO.
New Augusta, Ind.

PEACOCK NURSERIES

EVERGREENS
SHADE TREES

Wholesale Growers

Write for price list.

721 S. Cleveland-Massillon Rd., Akron, O.

gle plant from three sowings in three different years back in the late '40's. Since writing the above, I have gone over the available literature on the subject and find the following in "The English Rock Garden," 1930 edition:

"All these can be raised from seed, but the work is slow and precarious, for globeflowers rarely germinate until the year after their sowing, and even then take two or three seasons to reach their fair development. On the other hand, they detest, like all clumping ranunculads, to be disturbed and divided and harassed at the root. And, in any case, if seed is to be sown, it should be sown as soon as possible after gathering, the ranunculads having germs that feed rapidly upon themselves and consume away; so that prompt sowing with all of them is most advisable, that you may get the unexhausted vigor of the vital force thrown immediately into the development of the young plant."

All this space has been given to the pessimistic condition in trollius propagation so that the inquirer may know what to expect. More in the way of pessimism is difficult culture, especially in gardens where running water is not available.

T. pumilus, from the Himalayas, is an example of the type of dwarf that is usually available. It grows six inches to a foot in height, with flat (hence, poorly named "globeflower"), yellow buttercups in sprays in spring. I never was very successful with it, because of a lack of moisture, and perhaps a lack of hardiness on the plant's part, but it is easy to see that it would be a lovely ornament under optimum conditions. Its variety *yunnanensis* is said to be taller growing but with about half as many sepals as the type.

Several years ago there was introduced into England a small trollius under the name of *T. gammianus* which was highly praised by specialists there. Unfortunately, I know nothing about it despite two or three efforts to germinate its seeds. It is said to grow about six inches tall, with much-divided leaves becoming almost as tall as the flat (a character that tells me it is close to *pumilus*), 5-petaled, golden-yellow flowers. All are reported to be hardy in England, but I should not expect them to stand northern winters, because few plants from their section (Sikkim, Nepal and Yunnan) are able to do so.

Another of the Himalayan sorts, this time from high places there, I believe, *T. acaulis*, is not for a dry garden. It was quite hardy here in

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Green Ash
Moraine Ash
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*White Birch
Clump Birch, nigra
Chinese Elm
Hybrid Elm
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*Bald Cypress
Phellodendron, Amur
*Sweet Gum
Sour Gum
*Hackberry

*Thornless Honey Locust
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Kentucky Coffee Tree
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Rubrum Maple
Silver Maple
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*Pin Oak
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northern Michigan, but I never saw but once its 2-inch, pale golden butternuts, on the order of *T. patulus*, on stems about five inches tall. All these globe-flowers from the Himalayan region are so similar from the garden standpoint that one would not need more than one of them and not even that unless he happened to have a stream or bog with moving water.

I can say nothing about *T. lilacinus* from experience, except that it is hard to find and difficult to grow, for two efforts at germinating seeds of it from a Soviet botanic garden resulted in nothing. It is said to be the queen of the small fry, producing 2-inch, lilac-blue flowers on 4-inch stems set among feathery leaves. It should be hardy in the northern states if it behaves like other plants from the high Altai mountains, but I believe that it would be difficult to manage under the best garden conditions. It is said to demand leaf-mold, peat, sand, many stones, part shade and water flowing beneath it during its vegetative period.

Planting for September Effects

I recently came upon an account book of more than a decade ago covering the temporary planting of a new residence which I thought might interest today's readers with similar problems. The house had been erected by a wealthy summer resident for his daughter, who had married in June and was returning in early September after an extended European wedding trip, and it was desired to have the grounds as colorful as possible.

There was not much time to get herbaceous perennials established after the builders finished in July, though many clumps of chrysanthemums and fall asters were used and found highly satisfactory. By the use of much water and shading, several clumps of Japanese anemones, *Sedum spectabile* and helenium were also established. But the most praise came from the owners for my generous use of fall-blooming bulbs. These included crocuses, colchicums, cyclamen and sternbergia. It is probably not necessary to go into detail about all the kinds used, but I should like to spend a few moments on some of them.

The first to flower was the Cilian, *Crocus zonatus*, a little charmer with rosy-lilac bubbles, dotted with orange inside at the base of the petals; it was quickly followed by *C. speciosus*, even lovelier than *zonatus* and certainly more conspicuous in its large flowers, bluish lilac with brilliant orange stigmas. I was also for-

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6 to 9 ins., T.	15.00	125.00
Cotoneaster apiculata		
3 to 6 ins., R. C.	12.00	100.00
Pileata elegantissima Arborvitae		
12 to 18 ins., TT.	35.00	300.00
Parson Globe Arborvitae		
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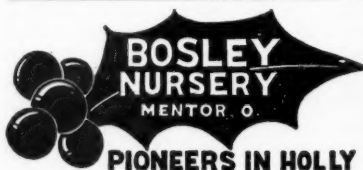
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tunate in obtaining some of its variety aitchisoni, which is larger in flower than the type and paler in color.

Anyone interested in fall-blooming crocuses can go on from these, the only ones available at that time, knowing that an interesting and, I doubt not, profitable adventure will result. Corms should be planted about three inches deep in good, well-drained soil in sunshine, and when the new corms which form on top of the old ones get too near the surface, they should be dug up and reset in fresh soil. That is the best method of increase, though seedage may also be used, producing blooming-size corms in about three years.

Little need be said about the colchicums because they have become highly popular during late years. I used Colchicum autumnale, the earliest, and several forms of C. speciosum. The latter, especially its beautiful white form, with great white bubbles, was a conspicuous success, blooming from about the middle part of September to the second week in October.

I was also fortunate in having a number of hardy cyclamen plants on hand, mostly C. neopolitanum, as I remember, nearly all of the pink type, with some of the lovely white form. These are plants of inestimable worth, covering the ground with a carpet of mottled leaves, not only lovely to the eyes, but also a discourager of weed growth if plants are used in close masses, with soft pink to carmine and white flowers. It is a delight for a month or more, commencing in September, and is quite amenable to cultivation, doing well in sun or part shade in a good, leafy soil, if not desert dry. This cyclamen puts out roots from the top of the corm, so it is quite necessary to get the corms in the ground right side up.

Polygonum Vaccinifolium

It had been a number of years since I had seen the Himalayan knotweed, Polygonum vaccinifolium, when I came upon it in a southern



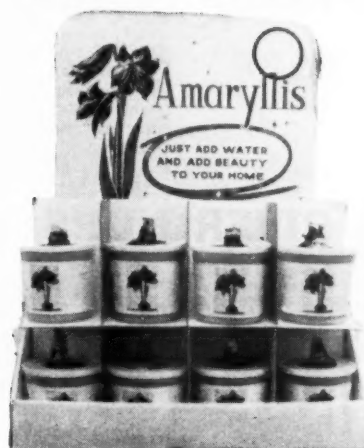
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Indiana garden last fall and again rejoiced in its autumn beauty. I had it years ago, planted, because of a lack of room elsewhere, in a rather exposed situation, where it quickly succumbed to wintry blasts. I believe, though, that it could be kept through ordinary northern winters if planted in a sheltered spot and protected by salt hay or similar mulch.

It is a low-growing, evergreen knotweed, growing about a foot tall, with prostrate branches clothed in small, orbicular leaves, which take on lovely shades in autumn, when, at the same time, it is producing a carpet of pretty rose-pink flowers in 3-inch racemes. Growers in warmer sections will see by the description that it has great possibilities in the landscape, especially to clothe rocky slopes or banks. It layers with ease, and cuttings of half-ripe wood are not difficult to root in the sand bed.

Salvia Haematodes

When *Salvia haematodes* won an award of merit from the Royal Horticultural Society a few years ago, I looked for it to spring into instant popularity in the United States, but I was evidently mistaken for I seldom see it. It is available in this country, however, and is a nice garden ornament. When tested in my trials at the time of its introduction, it proved to be fairly long-lived, hardy, and of easy culture in a sunny spot in well-drained soil. It reached two to three feet in height, with green leaves (a good sign that *salvia* can take damp weather) on branched stems and a myriad of silvery-blue sage flowers from June onward.

Androsace Lactiflora

A midwest friend of this column says that one of his customers had been telling him of an annual *androsace*, and he wonders if it would fit into his bedding plant schedule. I believe *Androsace lactiflora* would help him and other neighborhood growers. From a large rosette of toothed leaves, it sends up many foot-tall stems, bearing clusters of milk-white flowers to a half-inch in diameter and selfsows freely. It is a pretty and useful annual for sunny spots in poor soil.

PERENNIALS

[Continued from page 11]

Kensington, Conn., we have done this for years. Our customer-retailer simply gives us the dimensions of the bed; we design it, and he submits the plan to his customer, using his own name. Usually it is possible for him to quote prices before he contacts us. A useful guide is to allow one plant

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Used More Widely in Europe

For many reasons perennials and rock plants have never been used so much here as in Europe. Most gardens in northern Europe have their perennial beds and their rock garden, and hardy plants are an important part of the landscape in all parks, public gardens and cemeteries.

Last summer Mrs. Bennerup and I visited Europe, stopping in England, France, Holland and the Scandinavian countries. It certainly was a thrilling experience for me to see how extensively perennials are used there and how effective the plants can be.

In England we visited Baker's Nursery, Wolverhampton, and saw acre upon acre of Russell lupines and Bishop's delphiniums in named varieties and many other choice perennials. We were fortunate enough to get a preview of the new Symons-Jeune phloxes, especially Cream Sundae, a creamy pink, which looked exciting, but more about that later.

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was the high point of our stay in England. This garden is maintained by the Royal Horticultural Society, and nurserymen from all over England send new plants there for trial. I have never seen the rock gardens at Edinburgh, but it is hard to believe that anything could be more magnificent than those at Wisley.

The two large perennial borders were probably at their best when we were there at the end of June. Large groups of *Oenothera Illumination* and *Salvia nemerosa* made a stunning combination. *Aster amellus* with the early helenium and the new double Shasta daisies with geum and campanula were lovely to see. We had the opportunity to observe the many new varieties of *erigeron*; the flowers are very large and the colors are lovely, but, as in this country, the foliage is unhealthy, and I do not like their sprawling habit.

Visit Netherlands Nurseries

In Holland we visited two perennial growers at Boskoop and the Royal Moerheim Nurseries, Dedemsvaart. There was nothing especially new at Boskoop, but the growers' stock was excellent, and it was amazing to see how many plants they could get into a small space.

Moerheim is probably the largest and also the oldest perennial nursery in the world. I have known and done business with the Ruys for more than 40 years. The number of plants they list is fantastic, and many of the perennial varieties grown today originated there.

Unfortunately, many of the things they grow are not hardy here, except on the west coast or where the climate is cool and mild.

Of special interest at Moerheim was a new low penstemon, or *Chelone barbatus*, a pale pink lavender, which would make a good companion to Penstemon Rose Elf. We also saw several new *bergenia*, or *megesa*, which are special favorites

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of mine. I tried to obtain the new white bergenia, Silberlicht, but only a few were available.

A new *Iberis sempervirens* sound-ed interesting. It is called Elfenreigen and is supposed to be ivory colored. Wherever we went, interest was shown in the new German iris and hemerocallis varieties produced in America; these, at least, cannot be matched in Europe.

It seemed as though Denmark and Sweden had more flowers than any other place. Foundation plantings are not used as we know them, but flower borders are popular, the perennials being generously interplanted with annuals. We also saw many of what are called stone beds, low beds in which groups of alpine are planted and the soil in between is covered with bluestone or traprock—an attractive way to use rock plants, I thought.

In contrast to this country, every locality in Europe still has its perennial nursery, and one may still have plants dug for him while he waits. Of course, times are changing over there, too. With prosperity come labor shortages, and the newly acquired automobile leaves little time to fuss with flowers.

New Varieties of Note

I should probably mention a few new varieties before I conclude. It is exciting to see new varieties, but it is seldom that a truly outstanding one comes along. Noteworthy newcomers in the past few seasons are Phlox Starfire, a Moerheim introduction, patented by the Wayside Gardens Co., Mentor, O., more brilliant than Spitfire and a better grower.

Then, of course, the new Symons-Jeune phloxes are a distinctive new breed, strong-growing plants with large heads and lovely colors. There are more than 25 varieties to choose from, but of the more interesting I will mention Lilac Time, a clear lilac-blue self; Gaiety, a large early-flowering cherry red overcast with orange; Fairy's Petticoat, a delicate shade of soft mulberry rose; Olive Wells Durant, with large trusses and pips of clear light rose with carmine eye; Dodo Hanbury Forbes, a magnificent clear pink with the largest flower spikes I have ever seen; Everest, a dazzling white with carmine eye, so vigorous and free flowering that it is sure to take the place of the lovely but weak-growing Count Zepelin. I mentioned earlier the variety Cream Sundae, which we saw in England. I believe the Symons-Jeune phloxes will soon take the place of older varieties.

The fall asters are not so popular

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(Plant Pat. No. 1539)

A hardy Sasanqua of rare beauty.

CASADABAN'S NURSERIES
Abita Springs, La.

in the United States as they are in Europe, though they brighten the garden in late August or early September, before the hardy chrysanthemums take over. A couple of new dwarf asters are Bonnie Blue and Romany; the latter is cyclamen purple.

Of the taller varieties recently introduced I like Crimson Brocade; it grows about three feet tall and has fully double ruby-red flowers. David Murray is also double, with an attractive light lilac bloom. Glorious, a deep pink, and Mistress Quickly, a deep purplish blue, have more than ordinary appeal.

A new apricot-tinted Alyssum saxatile was admired by all visitors to our nursery last spring; we call it Sunny Border Apricot. This one is propagated from cuttings and requires care in shipping.

"Novelty of the Year"

If I should nominate the perennial novelty of the year, it would be Heuchera Scarlet Sentinel. This lovely coralbell was introduced by Rod Cummings last year; it has unusually large bells of a scarlet-vermilion color. In good soil the stems will grow as high as three feet, and it blooms practically all summer long.

For those interested in a good perennial for cut flowers, I can recommend Rudbeckia Goldquelle. This variety is rather low, two and one-half feet, blooming in August and September, with large semidouble yellow flowers.

Goldlackswerg, or Brilliant, as it is known in the United States, is one of the two new heleniums that seem outstanding to me. The color of this dwarf variety is difficult to describe; it is a combination of yellow, salmon and red. The second variety is Kupfersprudel, which is taller, with copper-red flowers.

I have not said anything here about hardy chrysanthemums or German iris varieties, nor have I mentioned the day lilies. The growing of these plants has become highly specialized, and it is almost impossible to keep track of the enormous number of varieties introduced.

I am, however, very interested in the new day lilies, which are becoming increasingly popular. In all kinds of soil and all sorts of climates they produce a wealth of flowers in colors from the lightest yellow through orange, red, wine and the most exquisite shades of pink. And early, midseason and late-blooming varieties are now available. I am sure these will not be a disappointment to anyone who tries them.

Usually interest in certain groups

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TOP QUALITY TOP VARIETIES

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Perennials a Specialty.
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Better Liners OF THE Better Kinds

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	Per 100	Per 1000		Per 100	Per 1000
<i>Aronia brilliantissima</i> , 1-yr., S.	\$10.00	\$ 90.00	<i>Rhus cotinus</i> , 1-yr., S.	\$ 9.00	\$ 80.00
<i>Cercis canadensis</i> , 1-yr., S. ...	9.00	80.00	<i>Sophora japonica</i> , 1-yr., S.	15.00	125.00
<i>Cercis chinensis</i> , 1-yr., S.	10.00	90.00	<i>Sorbus aucuparia</i> , 1-yr., S. ...	15.00	125.00
<i>Cornus florida</i> , 1-yr., S.	6.00	50.00	<i>Tilia tomentosa</i> , 1-yr., S.	15.00	125.00
<i>Cornus mas</i> , 1-yr., S.	10.00	90.00	<i>Viburnum carlesi</i> , 1-yr., S.	20.00	180.00
<i>Cornus officinalis</i> , 1-yr., S.	12.00	100.00	<i>Viburnum lentago</i> , 1-yr., S. ...	12.00	100.00
<i>Cotoneaster divaricata</i> , 1-yr., S. ...	9.00	80.00	<i>Viburnum setigerum</i> , 1-yr., S. ...	15.00	125.00
<i>Magnolia glauca</i> , 1-yr., S.	12.00	100.00	<i>Viburnum sieboldi</i> , 1-yr., S. ...	15.00	125.00
			<i>Viburnum wrightii</i> , 1-yr., S. ...	18.00	150.00

Properly GROWN, Properly GRADED, Properly PACKED

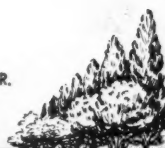
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WACHAPREAGUE, VIRGINIA

of plants goes in cycles. For instance, in the past few years sedums and other ground cover plants were very popular. There is also a great interest in the bergenias and the low-growing varieties of hardy geraniums.

I often think that if I were to grow only one group of plants, I could operate much more efficiently and perhaps even make money, but I dismiss the thought when I consider all the fun I would miss and the satisfaction of being able to tell a fellow nurseryman that I can supply him with the 10 "Umbiliscus oppositifolius" he needs to finish a job!

ANDY CARROLL, former owner of the Columbia River Nursery, North Bonneville, Wash., has opened a new business, Central Nursery & Garden Shop, at Dallasport, Wash.

PURCHASERS of Green's Nursery, University City, Mo., Samuel Ladd and Samuel Rich, were recently given the right to subdivide the land, which had previously been condemned for park use by the city council.

FACILITATING the flow of traffic through the nursery, a new black-top driveway was recently laid in the parking and sales area at Robinson & Parnham, Des Moines, Ia.

WHOLESALE GROWERS OF QUALITY NURSERY STOCK

Crimson King Maple
Norway Maple
Pink and White Dogwood
Chinese Chestnut

Moraine Locust
Sunburst Locust
Flowering Crab Apple
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Beautiful shade, productive
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Bamboo, Gardenias,
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Silver Maple, Hall's Honeysuckle,
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CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary
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LOS ANGELES CHAPTER

Carl Zangger, Perry's Plants, Montebello, was elected president of the Los Angeles chapter, California Association of Nurserymen, at the July chapter meeting held at the Monrovia Nursery Co., Azusa. Other officers elected for 1960 were Bob Bartholomew, Hi-Mark Nursery, Santa Ana, vice-president; Jim Meadows, Meadows Bros. Nursery Supplies, Altadena, secretary (re-elected), and Don Christensen, Davids & Royston Bulb Co., Inc., Los Angeles, treasurer.

Kirby Lesh, Better Gardens, San Marino; Otto Martens, Deigaard Nurseries, Monrovia, and Cliff Comstock, Monrovia Nursery Co., were elected to fill vacant seats on the board of directors and will serve with holdover directors "Bud" Bordier, Frank Burkard, "Bud" Hines and Roger Rodecap. The retiring president, Chuck Vogels, Chuck's Nursery, Covina, joins Past President Harold Botts, Botts Nursery, Anaheim, as director at large.

Earlier in the afternoon, tours of the Monrovia Nursery Co. were conducted, with swimming facilities also available to members and guests. After the cocktail hour, dinner was served outdoors.

A new member, Mrs. Helen Vance, Elmer Roses, San Gabriel, and her husband were introduced, as were several guests. Norman Springer, Bandini Fertilizer Co., Los Angeles, announced that the August meeting was to be a luau, and that members of all southern California chapters had been invited to attend. He also reminded the group that the San Fernando chapter's annual shish kebab dinner was scheduled for August 10.

After the elections were held, Cliff Comstock conducted the plant forum, and the meeting was adjourned, members and guests being invited to stay for dancing and refreshments on the patio. Jim Meadows, Sec'y.

MONTEREY BAY CHAPTER

Members of the Monterey Bay chapter of the California Association of Nurserymen elected Clayton G. Pleiman, Tempo Landscape & Garden Service, Pacific Grove, president

at the monthly meeting held July 21 at the Ginza restaurant, Monterey. Other officers are Jack Nilsen, Bokay Nursery, Salinas, vice-president; Mrs. Sue Mell, E. B. Stone & Son, Salinas, secretary, and Henry Nishi, Nishi Nursery, Carmel, treasurer.

Directors for the coming year are Bruce Stone, E. B. Stone & Son; Marion Sloan, Sloan's Nursery, Santa Cruz; Ben Roth, Alladin Nursery, Watsonville; George Uyeda, Watson's Nursery, Pacific Grove, and Doug Bishop, Pine View Nursery, Pacific Grove.

At the beginning of the meeting, Bob Weeks, Ferry-Morse Seed Co., read a partial list of plants under observation in the Ferry-Morse trial plots and invited the members to attend the flower fair to be held soon. Pat Antonelli, Antonelli Bros., Santa Cruz, reporting on the recent state directors' meeting, brought out that chain stores in the nursery business

proved a controversial topic of discussion. Another matter introduced by chapter representatives was a recommendation that one vote be allowed for every 30 members in the chapter. This was tabled until the fall meeting.

Before the new slate of officers was presented and elected, President Marion Sloan read a letter from the state office regarding the meeting of the C. A. N. board of directors to be held September 19, the day preceding the convention at Yosemite. President Sloan reminded the members that they must decide upon any special topics they wish presented at this meeting and notify the chapter's representative accordingly.

Before the meeting adjourned, it was announced that the August meeting would be the annual Bolado park picnic at Hollister.

Sue Mell, Sec'y.

CUPERTINO COALITION

Five nurseries in the Cupertino area near San Jose, Calif., have embarked upon a cooperative promotion. They identify themselves as Foremost Nurserymen — foremost in quality nursery service. The promotion is aimed at attracting customers



The West's Widest Selection . .

Stribling's **FLOWERING TREES**

Quality-conscious nurserymen everywhere look to Stribling's for all the favorite varieties of flowering trees and shrubs (deciduous and evergreen), plus a superb collection of field and container-grown ornamentals. Write or phone for wholesale prices.

Stribling's **NURSERIES, INC.**
1620 W 16th Highway 99 North RAndolph 2-4106
P O. Box 793 Merced, Calif

to their area, which is located at some distance from the heavier-traffic roads.

The five firms are Bianchini's Better Gardens Nursery, Cupertino Nursery, West Valley Nursery, Yamagami's Garden Center and Yamanaka's Bonsai Nursery. Once a week they insert a full-page advertisement, featuring one of the firms, in the local newspaper.

However, each of the other nurseries has its signature cut at the bottom of the page, which advertises specials available at the same price at each of the nurseries. Often gardening tips are included. If some item such as Hollywood juniper is being featured, the copy might tell something about the plant and how to care for it properly.

In each of the nurseries, signs bearing the Foremost name and the word LOOK, in large red letters, call attention to displays of the item being featured in the current ad. Also the newspaper ad itself is prominently displayed. Although the program is in its early stages, the five nurseries are enthusiastic about results so far. R. B. K.

OLD PINE ENHANCES NEW STEEL BUILDING

The landscaping of one of the new buildings in the San Francisco, Calif., financial district recently provided that section of the city with its oldest and largest tree.

Landscape architects Roysten, Hammoto & Mays, San Francisco, searched for a year for an appropriate tree to grace the main entrance of the new Pacific coast headquarters building of Bethlehem Steel Co.

It was on the old Shima estate, Berkeley, that they discovered a Japanese red pine, or Aka Matsu, which had arrived at San Francisco at turn of the century as a seedling. It is believed that it was transplanted and used in the Japanese Garden during the Pan-Pacific Exposition in 1915.

Described by Asa Hammoto as a spectacular pine resembling the type so often seen in familiar Japanese block prints, the tree was removed and placed on a large truck trailer. Highway regulations prevented the trucking firm from transporting the tree across the San Francisco-Oakland Bay Bridge—the 18-ton Japanese pine being 18 feet tall and 22 feet wide. Branches of the gnarled specimen were too brittle to risk binding.

So the tree, still on its trailer, was transferred to a derrick barge at Oakland and transported across the

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Wave good-bye to bare-root blues!
Ride the crest to customer satisfaction.

Make YOUR bare-root roses

"TOPS IN ROSES"

Bushes—Climbers—Tree Roses

Inventory balances in some varieties are at low tide, but there are still oceans of kinds to choose from. Even if you put your order in an old bottle and toss it overboard, we'll get it when it washes ashore!



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DID YOU KNOW?

The Yew is the only conifer not containing oils or resins in its wood structure.



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GOLD MEDAL LILIES

From America's most comprehensive collection of hybrids and species.
Hardy Cyclamen a Specialty
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PORTLAND 15, OREGON

Excellent Supply
Increased Variety
Oregon-Grown Quality
MAY WE HEAR
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Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
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Combination carloads to eastern
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budded on Multiflora in over
250 varieties.

Write for our 1960-61 list explaining
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Top-quality, field-grown patented and
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Broad-Leaved and Coniferous
Evergreens

B&B or Container-Grown
Write for list.

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ORNAMENTAL WOODY PLANTS AND ROSES

Write for our lists.

W. B. CLARKE & CO.

P. O. Box 343 SAN JOSE, CALIF.

ROSES

Top-quality, northern California, field-
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tree roses. Write for list and prices.

ELMER ROSES CO.

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Aurora, Ore.

bay. Then it was trucked to the Bethlehem building site, and a 35-ton mobile truck crane was used to lift it and place it in its 8x8x5-foot hole adjacent to the lobby entrance of the new office building.

The building, designed by Welton Beckett & Associates, includes an entrance garden, which will be dominated by the Japanese pine, and a fully landscaped second floor terrace off the company cafeteria. Several smaller pine trees will be added later to the entrance garden. The second floor garden includes an attractive waterfall, reflecting pools and planters of decorative plants R. B. K.

OREGON CHAPTER HOSTS STATE DIRECTORS

The board of directors of the Oregon Association of Nurserymen met July 20 at Cooper's Gardens, Canyonville. Preceding the state board meeting, the board members spent an enjoyable afternoon with the members of the O. A. N. Cascade chapter, under the shade trees of the Cooper farm. After a potluck picnic dinner, a brief business session was conducted by A. M. Cooper, chapter president. Mr. and Mrs. Harold Ritter, Green Thumb Nursery, Grants Pass, were accepted as new members of the chapter and introduced to the group. It was announced that Charlie Lester, 93, retired chapter member, of Applegate, is again up and around after serious illness.

Members of the state board who addressed the group included President Reed Vollstedt, Reed's Garden Centers, Eugene; Treasurer Paul Van Allen, Portland Wholesale Nursery Co., Portland, and Charles Potter, Portland, executive secretary of the state organization.

C. H. P.

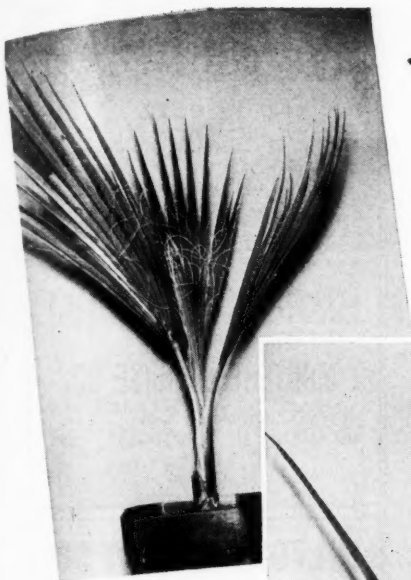
NEW WOOLWORTH CENTER

The F. W. Woolworth Co. opened its fifth California nursery and garden center August 4 at Fresno. Located on a 1-acre site completely paved with asphalt, the garden center will offer a full line of nursery stock and gardening supplies and equipment. A garden shop erected on the site affords 7,500 square feet of floor space.

Richard Hudson, manager, will be assisted by James W. Pickup, Roy Matsumoto and Robert Brumm, ornamental horticulture graduates from Fresno State College. The recent opening brings the total of Woolworth garden centers through the nation to 17.

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is nothing in the world like

PALMS!



Washington Robusta

The stateliest of all palms. Magnificent trunks straight and tall carry crown of fan-shaped leaves. Ready for 6 inch pots.



Phoenix Canariensis

Canary Island Date Palm. Feathery plumes. Hardy and popular for garden, street and park plantings.

Phoenix Canariensis
or Washington Robusta
ready for 6 inch pots.

Minimum order, 100 plants

PER 100
\$58⁵⁰

Delivered by Air

10% Discount on Orders of 250 or more

ALL PALMS GUARANTEED

Plants must be satisfactory on arrival or you can airmail back to us within 24 hours of receipt.

NURSERYMEN'S EXCHANGE

475 SIXTH STREET, SAN FRANCISCO 3, CALIF.

OREGON NOTES

Charles H. Potter, executive secretary of the Oregon Association of Nurserymen, tendered his resignation at the board of directors' meeting held at Canyonville, Ore., July 20. The resignation, effective as of January 1, 1961, was brought about, Mr. Potter said, by the desire to give Mrs. Potter, who assists him in the post, an opportunity to retire from active work and by the pressure of additional horticultural writing commitments.

Van Dyke Gardens' name has been changed to Van Dyke Flowers, according to owner Bob Zonneveld. The firm's new location is at 742 East 24th street, Eugene, Ore., where the landscaping and maintenance business will be continued.

At the past meeting of the Rose City chapter of the Oregon Association of Nurserymen, held at Portland, Father Mathias Berger, O.S.B., showed slides of his recent trip to the Middle East, including pictures of Egypt, Israel, Lebanon and Turkey. John Douglas, Portland Seed Co., told the group about the new material, Acti-Dione, which is used for the control of white pine blister rust and powdery mildew. The meeting was led by chapter President Joe

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HUSKY
TWO YEAR
OWN ROOT
PLANTS



COMPLETE LIST

HYBRIDS—IRONCLADS

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DESCANSO Nurseries

TYPICAL 2 YR. BALLED LINER PIPELINE AND WALNUT STREETS, CHINO, CALIFORNIA

TEUFEL'S DWARF SKIMMIA JAPONICA

Branched, well-rooted cuttings packed in sphagnum moss for shipment September 1 to October 15.

250 per case at \$40.00 per case of

200 Red, female

25 White, female

25 Dwarf, male

Berried Skimmia, 1 and 2-gal. Plantainers

Choice Berried Skimmia, B&B

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MINIATURE ROSES



FALL and WINTER

RED	Wholesale Each
Dian (Pat. 1898), top light red..	\$0.60
Lollipop (P.A.F.), bright red ..	.60
Little Buckaroo (Pat. 1726), bright red ..	.50
Red Imp (Pat. 1032), tiny bright red ..	.60

PINK	
Pink Heather (P.A.F.), tiny lavender-pink ..	.50
Mona Ruth (P.A.F.), new rose-pink ..	.60
Pink Joy (Pat. 1878), very popular ..	.35

YELLOW	
Bit o' Sunshine (Pat. 1631), buttercup-yellow ..	1.00
Jackie, favorite gold and cream ..	.50
Little Scotch (Pat. 1952), soft butterscotch ..	.50

WHITE	
Polka Dot, excellent white ..	.50
Cinderella (Pat. 1051), fine white ..	.60

CLIMBING MINIATURES	
Pink Cameo (Pat. 1451) rose-pink; constant bloom; very popular ..	.80
Candy Cane (Pat. 1951), new pink with white stripes ..	.80
Cl. Jackie, best cream-yellow, lots of flowers; good grower..	.60
Magic Wand, tiny red buds and flowers in profusion ..	.60

Plants from 2 1/4-in. pots.

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Covers almost every known method of grafting. Describes seedling and vegetative propagation of rootstocks, handling of scion wood, choice and use of tools. 260 p. Revised edition. (1958) \$5.75, postpaid.

AMERICAN NURSERYMAN
343 S. Dearborn St. Chicago 4, Ill.

Klupenger, Klupenger Nursery & Greenhouse, Portland.

The Willamette chapter of the Oregon Association of Nurserymen scheduled a picnic at Wallace Marine park, Salem, Ore., August 18. Plenty of food and entertainment were on the agenda.

Reed's Garden Centers and Cross Landscape Service, both of Eugene, merged July 1. The new partnership will be known as Reed and Cross, but both of the previous firm names will continue to be used.

Recently named supervisor of the garden supplies and pet department of the new F. W. Woolworth Co. store at the Lloyd Center, Portland, was Norman L. Vladyka, who was formerly a nursery salesman for F. A. Doerfler & Sons Nursery & Garden Center, Salem.

Peter McGill, who graduated from Oregon State College in June, will join the firm of A. McGill & Son, Fairview. C. H. P.

NORTHWEST CHERRIES

Several promising cherry seedling selections may be introduced as varieties and released to northwest growers in the near future.

Some selections that bear dark-colored fruit and others producing light-colored fruit are being developed by United States Department of Agriculture horticulturist H. W. Fogle. The cherries have commercial possibilities, although none yet has every desired characteristic. Additional crosses to incorporate some of the missing characteristics are being made with the cooperation of the Washington agricultural experiment stations.

Bing, Van, Giant, Gil Peck, Republican, Black Tartarian, Deacon, Seneca, August Supreme and Napoleon varieties are parents of the selections in the experiments at Prosser, Wash. Bing, the most popular cherry in the northwest, and Van are the best parents of selections that bear dark-colored fruit. By crossing the parents, Mr. Fogle obtained selections that produce fruit with quality as desirable as Bing, and with other features superior to Bing. His goals are selections that are more winter hardy and less susceptible to disease, with fruit more resistant to rain-cracking and adaptable to fresh and processing uses.

Seeks Longer Harvest Season

Mr. Fogle is also developing dark-fruited selections that ripen successively through several weeks. This could extend the harvest season to about five weeks, instead of the usual



**QUALITY
ROSES**



Grown in the healthy, smog-free valley of central California.

Finest, field-grown, two-year-old rose plants in the west.

Featuring all the NEW A. A. R. S. AWARD WINNERS.

Remember, QUALITY means more profits for you.

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Since 1878

MILTON-FREEWATER, ORE.

Flowering, Ornamental, Shade Trees and Shrubs, Fruit Trees, Fruit Tree Seedlings and Angers Quince Rooted Cuttings.

Licensed Growers of

Crimson King Maple (Pat. No. 735)

Imperial Locust (Pat. No. 1605)

Moraine Ash (Pat. No. 1768)

Moraine Locust (Pat. No. 836)

Shademaster Locust (Pat. No. 1515)

Sunburst Locust (Pat. No. 1313)

Send for Our Price List

Combination carlots for eastern distributing points.

NEW APPLE UNDERSTOCKS

Write for

THE MALLING-MERTON STORY

Full information on the new controlled M.M. Apple rootstocks, M.M. 104, 106, 109, 111 and M XXV.

Limited number of each available to nurserymen spring, 1961.

Our mother stocks sent to us direct from E.M. Research Station, guaranteed true to number.

Trade List on Request

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Sherwood, Ore.

DOTY & DOERNER, Inc.

6691 S. W. CAPITOL HIGHWAY
PORTLAND 1, OREGON

WHOLESALE
GENERAL NURSERY STOCK

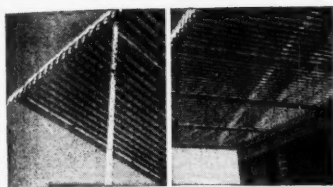
CUTTING-GROWN
RHODODENDRON LINERS

Hardy and semihardy varieties,
Quality only

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ALUMALATH is a modern, beautiful, sun-shade material for plant protection or commercial displays. It is used extensively for lath houses, greenhouses, patios, car ports, kennel runs, trailer and home awnings and other needs for ventilated sun protection. Light to support, easy to erect, it has withstood hurricanes and heavy snows. Costs from 21c to 35c per sq. ft.

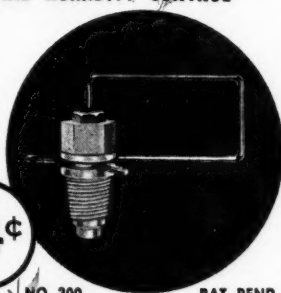
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A PRACTICAL, ECONOMICAL WAY TO PROVIDE MOISTURE FOR PROPAGATION AND HUMIDITY CONTROL



54¢

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PAT. PEND.

Simple in design
Made of Nylon with Metal
Jet and Wire Baffle
Little or no maintenance required
Field-Tested for effectiveness
Priced for extensive use and
VOLUME SELLING!

For FREE Sample
and complete information
Write To

REED S. KOFFORD CO.

P. O. BOX 453 P
VAN NUYS, CALIFORNIA

three weeks. Thick, non-browning stems are being sought, since buyers often judge cherries overripe, after long-distance shipment, on the basis of a thin, dry, brown stem.

Of primary interest was the development of dark-fruited cherry selections, but a number of types that bear light-colored fruit were produced by the crosses. These cherries are as large, firm and attractive as those of the dark-fruited selections.

Two of the selections that produce light-colored fruit are outstanding and could renew interest in northwest white cherry production, which was almost wiped out by a freeze in 1955. The market for white cherries was limited to needs for processing.

Mr. Fogle considers the outstanding selections that bear light-colored fruit good enough for fresh as well as processing uses. Selections developed produced a crop following the 1955 freeze and a second in 1957, while Bing did not get back into good production until 1958.

VIRUS-CLEAN ROOTSTOCK

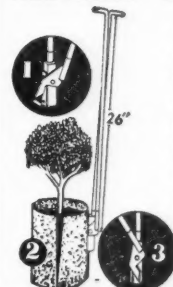
A feature article in the Fresno Bee, Fresno, Calif., July 17 reported details in the development of the patented Rancho Resistant (RR) rootstock by T. K. Sand, his son, T. A. Sand, and plant breeder Harold Martin, at the Rancho Fortuna, McFarland, Calif. This nematode-resistant stock is the result of an intensely organized breeding program started in 1949, the article notes. The original selected seedling showing resistance to nematodes, the leading virus diseases and crown gall was one of 203 planted at McFarland.

In 1955, the mother tree was officially indexed for all known viruses, using six known hosts, at the University of California at Davis; today, 13 indicator hosts are being used. Only two years ago the rootstock became generally available to fruit growers, but since that time, approximately 500,000 trees of peaches, almonds, nectarines and Japanese-type plums have been planted on its roots, it is declared.

The Sands have 80 acres of virus-free Emperor grapes planted from a mother vineyard registered with the state agricultural authorities. The purpose of this planting is to demonstrate the value of nematode resistant, virus-clean vines to commercial growers. Similar plots of Thompson seedless and Calmerias are also in prospect. Working agreements are maintained by the Sands with several fruit testing stations in the east, it is stated in the article.

IT'S THE MOST COAST TO COAST

The *genuine*
REDHEAD CAN SHEAR



"Saves" the most.
"Lasts" the most.
"Hurries" the most.
Cuts the most cans, in the most nurseries, everywhere! By June, '59, almost 30,000 Redheads were cutting millions of cans off plants every month.

DO YOU HAVE THIS LABORSaver?

It pays to cut **every** can before it leaves your nursery. Customers can't be trusted to knock out a plant without breaking top or root ball!

Price: 1 or 2, each, \$7.00; 3 for \$18.75, plus postage. (Package weight, 1 unit, 5 lbs.)

The *original*

HANDY-MAN GRIPZIT



Grips one can or two. Holds on like a bulldog, yet lets go at once when you set plants down. Picks any canned plant out of a jam-packed block of cans. Saves hours when loading trucks, yard dollies or just relocating display plants.

DO YOU HAVE THIS LABORSaver?

Price: 1 only, \$3.20; 2 to 5 units, each, \$2.90, plus postage. (Packaged weight, each 2/3 lb.)

NOTE . . .

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Instructions for the October 1 issue must be received by Friday, September 9.

Forms for October 15 issue will close Friday, September 23.

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BECKY AZALEA
Patent No. 1699.
Offering for September delivery.
Rate: 100 250 500 1000
4 to 6 ins. \$0.70 \$0.65 \$0.63 \$0.60
6 to 8 ins. 1.20 1.10 1.00 .90
8 to 10 ins. 1.45 1.35 1.25 1.15
F.O.B. Secane, Pa.

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Thousands of beautiful Hino-Crimson and other evergreen Azaleas, including newer varieties. Dense, bushy, well-budded for landscape planting and forcing. Book your order now, to be sure of getting yours for the coming season. Landscape sizes, liners.

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AZALEAS, IMPORTED FROM HOLLAND
Azalea mollis sinensis, well-budded.
Very hardy. Spring delivery.
Write for wholesale price list.
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25 varieties.
Field-grown and rooted cuttings.
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RED-LEAVED BARBERRY
2-yr. seedlings.
Write for price quotations.
PAUL J. SQUARE
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BERRY PLANTS

Red Raspberries, Gatteau, Madawaska, Earlied (all very early), Latham, Muskoka, Canby (all midseason), Durham and September Everbearing. Up to 3/16-in., \$65.00 per 1000; over 3/16-in., \$75.00 per 1000. 250 at 1000 rate. Above prices sent F.O.B. shipping point.

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Write for free catalog and wholesale price list describing over 70 varieties of small fruit plants. Latest and best in Strawberry plants.
Walter K. Morse & Son, Bradford, Mass.

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DIRECT FROM GROWER
QUALITY GUARANTEED

INTERESTED in bulbs and perennials for fall delivery?

It will pay you to request our wholesale price list which offers a complete assortment of imported and domestic bulbs; both the NEWER introductions as well as all standard popular varieties.

Featured are SPECIAL DISPLAY CASES with excellent pictures.

Ask for your copy TODAY. You will be glad you did.

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IMPORTED DUTCH FALL BULBS
Do you prefer quality? Send for our reasonable prices. Our packed boxes are very attractive and therefore, good sellers. We have many kinds of bulbs in these packed boxes. Also, we have showcases in different combinations, very good for display in a small space.

Also, we have in bulk, Tulips, Hyacinths, Daffodils, Crocus, Amaryllis, Irises and many other kinds of flower bulbs.

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Write for our wholesale price list.
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12-02 Ellis Ave., P. O. Box 42
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OUR NEW ILLUSTRATED AMARYLLIS catalog is out, offering over 50 named varieties. If your name is not on our mailing list, apply for free copy.

N. V. AMARYLLIS NURSERIES
LUDWIG & CO.

Box 18 Hillegom, Holland

Tulips, Hyacinths, Daffodils, Crocus, miscellaneous bulbs in stock. Top quality. Please write for descriptive list.

Vandenberg Bulb Co., 2403 Oak Grove Rd., Howell, Mich. Phone 2215.

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CHINESE SWEET CHESTNUTS
Now booking orders for seed nuts from our best trees from fall crop. 50c per lb., plus postage.

For eating purposes, will sell at the current price at time of shipping.
Prices reduced for large quantities.
Also trees for sale.

WHITFORD NURSERY, FARINA, ILL.

Turn Stock into Dollars
by Listing It in the Classified Ads
of the American Nurseryman.

DELPHINIUMS

DELPHINIUMS
TAKE ADVANTAGE OF OUR 30 YEARS' GROWING EXPERIENCE. WE BUY THE FINEST SEED AVAILABLE IN THE UNITED STATES AND ABROAD. ALL PLANTS ARE 1-YR.-OLD STOCK, EXCELLENT FOR ALL NURSERY OPERATIONS. EVERY PLANT IN OUR NURSERY IS SAND-GROWN, PROPERLY SPACED IN ROWS FOR STRONG ROOT DEVELOPMENT. FINE STOCK THAT HAS NOT BEEN ROBBED OF THE STRONG FIRST-QUALITY BLOOMS. PLANTS PLACED IN PERMANENT LOCATION OR POTTED WILL PRODUCE OUTSTANDING FLOWERS FIRST BLOOMING PERIOD. ALSO HAVE SEEDLINGS OR NO. 2 PLANTS. IDEAL FOR POTTING AT LOWER PRICES. WRITE FOR QUOTATION. ORDER NOW FOR FALL AND SPRING 1961. FULL RANGE OF COLORS.

PACIFIC HYBRID DELPHINIUMS
ASTOLAT, pale blush to deep raspberry. \$4.00 per 25, \$13.00 per 100, \$125.00 per 1000.
GALAHAD (pure white), BLUE BIRD, BLUE JAY, BLACK KNIGHT, CAMELIARD, KING ARTHUR, GUINEVERE, SUMMER SKIES.

\$3.50 per 25, \$11.00 per 100, \$105.00 per 1000.
ROUND TABLE MIXED, outstanding mixture of all colors (some new shades).

\$3.25 per 25, \$10.00 per 100, \$95.00 per 1000.

BELLADONNA, rich soft blue. \$2.50 per 25, \$7.00 per 100, \$65.00 per 1000.

BELLAMOSUM, BLACKMORE & LANGDON, SAPPHERE (all shades of blue). \$2.75 per 25, \$8.00 per 100, \$75.00 per 1000.

PACIFIC MIXED, mixture of all Pacific colors. \$3.00 per 25, \$9.00 per 100, \$85.00 per 1000.

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YOU CAN SELL YOUR STOCK

QUICKLY AND WITH LESS EXPENSE

BY ADVERTISING IN

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DELPHINIUMS

Without the shadow of a doubt Delphiniums have become one of the most popular perennials for both background effect and cut-flower arrangements. Listed below we are offering a wide selection of 2-year-old plants (from seedlings lined out in the open field during 1959). These are ideal for 6-in. pots and can be potted now and held in a cold frame for late fall and early spring sales. Depending on the locality this size sells rapidly for 89c to \$1.19 per plant.

1 Pacific Giant Strain, \$17.50 per 100.

Black Knight, a dark deep blue

Blue Bird, a medium blue with large white

bee

Blue Jay, medium blue with darker bee

Camelard, pure lavender

Galalahad, giant glistening pure white florets

with white bee

Guinevere, outer petals sky-blue, inner petals

light lavender-pink

King Arthur, brilliant royal violet with large

white bee

Lancelot, clear lilac with white bee

Percival, white with dark bee

Summer Skies, clearest light blue, white bee

Round Table Series, a mixture of the finest

shades, \$15.00 per 100.

Regular Delphiniums, \$12.00 per 100.

Belladonna, sky blue, 2 to 2 1/2 ft.

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Wrexham Strain, tall spikes for show and

cutting, an unusual assortment of colors

Lamartine, deep blue with white center, tall

grower

Blackmore & Langdon, fine strain of common

hardy hybrids.

CASH WITH ORDER, PLEASE.

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R. R. 2 Zeeland, Mich.

EUONYMUS

EUONYMUS LINERS
ROOTED CUTTINGS from open frames.
Per 100 Per 1000
E. fortunei coloratus \$6.50 \$45.00
E. patens, small leaf 6.50 45.00
FOX NURSERY, HUMANSVILLE, MO.

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EVERGREEN LINERS
Per 100 Per 1000
GLOBE ARBORVITAE
Woodwardi, dark green, 1-yr.
transplants, 4 to 6 ins. \$30.00 \$250.00
Hovey's, green; 1-yr. transplants, 4 to 6 ins. 25.00 200.00
2-yr. transp., 6 to 8 ins. 40.00 300.00
PYRAMIDAL ARBORVITAE
Compacta, green, 1-yr.
transplants, 5 to 7 ins. 35.00 300.00
JUNIPER, Blue Pfitzer
(chinensis hetzi), 1-yr.
transplants, 4 to 7 ins. 25.00 200.00
JUNIPER, Irish, 1-yr. transplants, 5 to 6 ins. 30.00 250.00
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JAP. YEW, grown from seed, Taxus cuspidata capitata, upright, pyramidal, 4-yr. transp., (3-2), 8 to 12 ins. 40.00 300.00
JAP. YEW, transplanted rooted cuttings.
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1-yr. transp., 5 to 8 ins. 25.00 175.00
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2-yr. transp., 8 to 10 ins. 40.00 300.00
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6 to 10 ins. 35.00 300.00
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AMERICAN HOLLY, FEMALE
10 per cent male, 1-yr.
transplants, 8 to 12 ins. 50.00 400.00
DELIA BRADLEY
1-yr. transp., 8 to 12 ins. 50.00 400.00
MUSSER FORESTS, INC.
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NATURAL BAMBOO STAKES

PER 100	1/4"	3/8"	1/2"	5/8"	3/4"	1"	1 1/4"
4 ft.	\$2.88	\$3.44	\$4.25	\$5.60			
5 ft.	3.60	4.30	5.30	7.00			
6 ft.		5.16	6.36	8.40			
7 ft.		6.92	7.42	9.80			
8 ft.		6.88	8.48	11.20			
10 ft.			10.60	14.00			
12 ft.			12.72	16.30			

Approximate thickness at bottom end.
F.O.B. Livonia, La. 2000 up, less 5 per cent;
5000 up, less 10 per cent.
A. C. PATTERSON, FRISCO, LA.
FORMERLY OF CENTERTOWN, KY.

BAMBOO CANE STAKES

For greenhouse and nursery purposes.
All types and sizes.

Write for prices and quantity discounts.

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OUTDOOR BAMBOO STAKES

All sizes for immediate delivery.

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GOOD CHRISTMAS TREES

5000 Scotch Pine, 6 to 7 1/2 ft., sheared 4 years. Beautiful color and density. Just right, not over sheared. Located 75 miles south of Columbus, O., on Route 75, near lake Alma at Wellston.

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224 S. Illinois Ave. Wellston, O.

Sell Stock Quickly and Easily with American Nurseryman Classified Ads.

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Planters, see our display ad on page 97.
Louisville Cooperage Co., Louisville, Ky.

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PETERS SPECIAL

A complete line of soluble and long-life fertilizer formulas specially designed for the commercial grower and manufactured by the Robert B. Peters Co., Inc., the trade's leading commercial soil test laboratory. Drop a card for complete price list and your free brochure, "The Peters System of Soil Fertility Control."

ROBERT B. PETERS CO., INC.

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sell it through the

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TOP GRADE FLATS THAT LAST.

No.	Size I.S.M.	Per 100	Wt.
1	14x20x2 1/4 ins.	\$25.00	590
2	14x20x3 1/4 ins.	29.00	680
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5	14x16x2 1/4 ins.	22.00	510
7	15x22 1/2 x 2 1/4 ins.	29.00	670
8	15x22 1/2 x 3 1/4 ins.	33.00	780
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Any size to order. Bottoms and sides 5/8 in. thick; ends 3/4 in. All planed one side. 5 per cent discount on orders for 500 or more. Terms: Cash. Up to 3 lines printing. \$1.00 setup charge plus 1c per end piece. Shipped K.D., units of 25. F.O.B. Williamson, N. C., truck.

H. C. HILL & SONS

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Phone Swift 2-4127

CYPRESS FLATS, K. D.

Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$38.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bd1.

50 pcs. to bundle, 5 ft., \$4.50 per bd1.

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Ship same day.

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All sizes available for prompt shipment at standard prices.

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FINEST BLANK or PRINTED wood labels.
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3 1/4 x 1/2 ins., notched, not wired...	\$3.00	\$3.60
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	Plain	Painted
4x5 ins. (cartons 1000 each)...	2.95	4.60
5x5 ins. (cartons 1000 each)...	4.30	5.10
6x5 ins. (cartons 1000 each)...	4.70	5.80

	Plain	Painted
8x5 ins. (cartons 500 each)...	\$3.50	\$4.30
10x5 ins. (cartons 500 each)...	4.20	5.10

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8x 3/4 ins. (cartons 250 each)...	3.00	3.60
10x 3/4 ins. (cartons 250 each)...	3.30	3.90
12x1 1/4 ins. (cartons 100 each)...	2.00	2.40

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

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"We ship same day."

YOHO & HOOKER, YOUNGSTOWN 2, O.

PEAT MOSS

"BRODLEAF." Best Holland PEAT MOSS.
Gardner No. 110 and No. 85, Growers No. 120
Growers Jumbo No. 170. Two Bales Equal 3.
HALF MOON CO., Box 27A, Plainfield, N. J.

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"QWIK-TIES." NEW, IMPROVED

PLASTIC PLANT TIES

Guaranteed fade-proof.
Small, strong, almost invisible. Economical and easy to use. Packed in bundles of 250 ties for convenient use.

Size	Per carton of 10,000	Av. weight per carton
4-in.	\$10.00	5 lbs.
8-in.	18.00	7 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO.

695-N Grand Ave. Ridgefield, N. J.

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GER-PAK POLYETHYLENE FILM
SUN-RESISTANT BLACK FOR MULCHING
.0015 MIL.

3 ft. x 500 ft.	\$ 7.45 roll
3 ft. x 1000 ft.	14.90 roll
4 ft. x 1000 ft.	19.90 roll

NATURAL TRANSPARENT ONLY

4 ft. 2 ins. x 200 ft.	\$ 5.55 roll
8 ft. 4 ins. x 200 ft.	11.10 roll
12 ft. x 200 ft.	15.90 roll

NATURAL TRANSPARENT ONLY

3 ft. x 100 ft.	\$ 4.00 roll
4 ft. x 100 ft.	5.30 roll
6 ft. x 100 ft.	7.95 roll
8 ft. x 100 ft.	10.65 roll
14 ft. x 100 ft.	18.60 roll

MINIMUM ORDER .004 mil. 4 rolls up to 8 ft. Write for low prices on quantity orders. Other sizes and mil. weights available up to 40 ft. in natural and black film.

PHONE BALDWIN 3-8277

DAYTON NURSERY & GARDEN SALES

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POLYETHYLENE FILM

Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.

3 ft. wide by 100 ft. long...	\$ 6.00 per roll
4 ft. wide by 100 ft. long...	8.00 per roll
6 ft. wide by 100 ft. long...	12.00 per roll
8 ft. wide by 100 ft. long...	16.00 per roll

Other sizes available up to 20 ft. wide. Send \$1.00 for liberal sample.

Special deal for greenhouse construction. 5 rolls to 9 rolls, 25 per cent discount. 10 rolls or more, 33 1/2 per cent discount.

"We ship same day."

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PLASTIC FILM

SAVE MONEY AT THESE LOW PRICES

.0015 ins., black, 3 ft. x 1000 ft.	\$11.58
.002 ins., clear, 4 ft. 2 ins. x 200 ft.	4.30
.004 ins., clear, 6 ft. x 100 ft.	6.18
.004 ins., clear, 16 ft. x 100 ft.	16.48
.006 ins., clear, 12 ft. x 100 ft.	18.54

Many widths available in clear or black. Save up to one-third. WHY PAY MORE? Write for complete list of sizes and prices per roll.

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1421 W. Chicago Ave. Chicago 22, Ill.

DUPONT'S WEATHEABLE MYLAR

5 mil. NEW TYPE W-1

(One side exposure.)

42 ins. wide x 100 ft. long roll...	\$52.50
48 ins. wide x 100 ft. long roll...	60.00
51 ins. wide x 100 ft. long roll...	63.75

1000-ft. rolls, same widths, 13 1/4 c per sq. ft. FREIGHT PREPAID. CASH WITH ORDER.

5 mil. TYPE W-2 (two side exposure) also available. Write for names and information.

ROUGH BROS., INC.

4229 Spring Grove Ave. Cincinnati 23, O.

VIKING CLOTH—Plastic Sealed Burlap.

Let in light. Keep out water. Wind. In 50-yard rolls 5 ft. wide, \$58.00.

Polyethylene, Clear, Black, Rolls, Sta. HALF MOON CO., Box 27A, Plainfield, N. J.

POLYETHYLENE FILM

1 1/2 mil., black, in 1000-ft. rolls, 3 ft. wide, \$17.34; 4 ft. wide, \$22.95.

2 mil., natural, in 200-ft. rolls, 4 ft. 2 ins. wide, \$6.80; 8 ft. 4 ins. wide, \$12.75; 12 ft. wide, \$18.36.

4 mil., natural, in 100-ft. rolls, 3 ft. wide, \$5.10; 4 ft. wide, \$6.80; 6 ft. wide, \$9.52; 8 ft. wide, \$12.24; 10 ft. wide, \$15.30; 12 ft. wide, \$18.36; 14 ft. wide, \$21.42; 16 ft. wide, \$24.48; 20 ft. wide, \$30.60; 24 ft. wide, \$36.72; 28 ft. wide, \$42.84; 32 ft. wide, \$48.96; 40 ft. wide, \$61.20.

6 mil. available in widths up to 40 ft. 15 per cent discount on orders over \$24.00. 25 per cent discount on orders over \$60.00. 40 per cent discount on orders over \$50.00 sq. ft.

We pay freight if check is with order.

ROUGH BROS.

4229 Spring Grove Ave. Cincinnati 23, O.

PLASTIC POTS

NEW LOW PRICES

WILSON HIGH IMPACT

POLYSTYRENE PLASTIC POTS

Attractive mottled green colors in utility grade, sold in original cartons only. All prices F.O.B. Dayton, O.

	Per 1000	Wt.
2 -in., round, 1000 case	\$ 10.75	12 lbs.
2 1/4 -in., round, 1200 case	11.75	18 lbs.
2 1/2 -in., round, 1000 case	14.50	22 lbs.
3 -in., round, 1000 case	18.25	36 lbs.
4 -in., round, 500 case	32.00	30 lbs.
5 -in., round, 300 case	63.00	38 lbs.
6 -in., round, 120 case	110.00	34 lbs.
7 -in., round, 72 case	170.00	30 lbs.
4 -in., round tub, 500 case	32.00	33 lbs.
6 -in., round tub, 120 case	100.00	25 lbs.
2 1/4 -in., square, 1000 case	11.75	17 lbs.
2 1/2 -in., square, 1000 case	14.75	22 lbs.
3 -in., square, 1000 case	18.25	35 lbs.
4 -in., square, 500 case	33.00	33 lbs.
No. 10 Planta Can, 150 case	120.00	45 lbs.

Also available in decorator colors. Write for quote on colors. Send fifty cents (50c) for complete set of samples postpaid.

DAYTON NURSERY & GARDEN SALES

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DUTCH-MADE REED MATS

Carefully woven with a generous amount of reed. Durable and easy to handle. Ideal for coldframe protection in spring and fall.

AVAILABLE IN 3 SIZES. F.O.B. ATLANTIC AND GREAT LAKES PORTS, 6x6-FT. SIZES AVAILABLE FOR IMMEDIATE SHIPMENT. WRITE FOR PRICES.

McHUTCHISON & CO.

695-N Grand Ave. Ridgefield, N. J.

SPHAGNUM MOSS

WISCONSIN'S FINEST SPHAGNUM

1960 crop, long, clean, heavy fibered, standard 12x14x43-in. bales, solid pack, burlap.

1 to 10, \$1.80; 11 to 50, \$1.75; 51 to 100, \$1.70. F.O.B. Warrens, Wis.

Finest quality milled sphagnum, the ideal material for seed germination, 2 1/2-bu. bags, 1 to 5, \$2.00; 6 to 10, \$1.90; 11 or more, \$1.75 per bag. F.O.B. Warrens, Wis.

Satisfaction guaranteed. Prompt shipping via rail, express or truck. Contact us for special prices on quantity shipments via truck or rail on burlap or wire bales and milled sphagnum in 2 1/2, 5 or 9 bu. bags. Prices subject to change.

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Write or phone City Point 133 for our low prices on wire-bound bales in truckloads or carlots.

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CYPRESS PLANT STAKES

50 pieces to bundle	
1x1-in.—3 ft., pointed	\$3.00 per bundle
1x1-in.—4 ft., pointed	3.50 per bundle
1x1-in.—5 ft., pointed	4.50 per bundle
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These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."

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GALVANIZED tree-guying WIRE.

HOSE for guy-wire PADDING.

Prices and samples sent on request.

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Plant Stakes, see large ad under Cane Stakes. McHutcheon & Co., Ridgefield, N. J.



*Enhance Beauty . . .
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Strong, pliable hot-rolled steel curbing prevents scattering of gravel, break-up and erosion of solid paving materials, encroachment of grass on other planted areas.

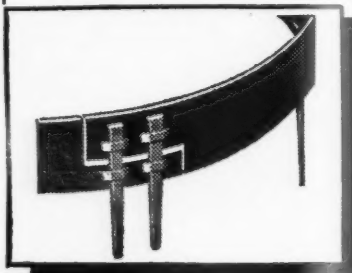
● Heavily coated with special green paint ● lasts indefinitely ● can't warp, splinter, rot ● unaffected by frost ● nonporous ● impenetrable by roots.

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*Installation is simple . . . sections
are just positioned and joined!*



KANSAS SUMMER MEETING

Thirty members and their guests attended the annual summer meeting of the Association of Kansas Landscape Architects at Wichita, Kan., July 24. The meeting convened in a private dining room of the Wichita Municipal Airport.

After the dinner, Miles W. George, superintendent, Maple Grove cemetery, Wichita, president, introduced Frank E. Smith, landscape architect and partner of the firm of Oblinger & Smith, landscape architects and site planners, Wichita, who presented the program.

The title of the main portion of the program given by Mr. Smith was "Urban Renewal for Atchison, Kansas." He presented maps, perspective drawings and plans to explain the urban renewal program as prepared by his firm and now well under way at the city of Atchison.

The design and treatment of the "Shopper's Mall," in the downtown business district was treated separately because of its unique nature. He also explained the problems encountered in the various areas, such as space for car parking and damage caused by a recent flood, and the solutions to these problems. He then showed plans that his firm had completed for a development in the Wichita area, including a shopping center, private homes and public grounds and buildings.

A special feature of the meeting was a traveling exhibit prepared by the American Society of Landscape Architects showing plans of work by their members from around the country. This exhibit was displayed on the observation deck at the airport and was open to the public.

Business Meeting

President George presided at the business session after the program. A discussion was held on committee meetings, correspondence and other efforts by the association regarding the selection of a new head of the department of horticulture at Kansas State University, Manhattan, the former head of the department having retired July 1.

A committee gave a detailed report on a meeting with the dean of agriculture, Arthur D. Weber, concerning this matter. A candidate for the position was selected and will be referred to Dean Weber.

The association also recommended that the landscape section of the university be given full departmental status because of the large number of students enrolled in the landscape curriculum. There was also considerable discussion on a proposed state

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PLANT LABELS

Three styles — copper, aluminum, plastic. Size 3/4 x 3 3/4 ins. Metal labels reinforced with strong metal eyelet to prevent wire from pulling out. Weather-proof. Permanent; can be re-used again and again. Furnished with pure copper 9-in. wires, attached or unattached. Easily marked. Other style wired labels in paper and wood.

"STIK-IN"
POT LABELS

Size 3/4 x 4 ins. Strong, high-grade vinyl plastic with smoother surface for easy marking. Durable, long-wearing, can be re-used. Will not curl or crack. Other style pot labels in wood and metal. All plastic pot labels available in colors: Red, blue, yellow, green, orange, white. Also special orchid small sizes available in all styles.

Write for FREE catalog listing complete line. Large quantity discounts, etc.

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12,000 SCOTCH PINE CHRISTMAS TREES

6 to 9 ft., well-sheared, \$1.95 each, cut and loaded on your truck C.O.D. at our tree farm. Come and see them. You will say these trees are the finest you have ever seen.

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planning agency. Jerry J. Moore, in charge of the school grounds for the Wichita board of education, was the only new member received at this meeting.

President Miles W. George announced that the exact date for the annual winter meeting in February would be announced later, but that it would be held at Manhattan. Committees were appointed to handle details of the meeting.

Other officers of A. K. L. A. are Charles L. Broadwell, division landscape architect, state highway commissioner, Chanute, vice-president, and Lloyd M. Copenhafer, assistant landscape architect, state highway commission, Topeka, secretary-treasurer.

WASHINGTON REPORT

[Continued from page 8]

nurserymen face in the fight against misleading advertising, it is seriously hampered in its operation by government regulations, stated Mr. Lederer. Bills, he said, are now in Congress to strengthen the FTC position.

Guarantees

Mr. Lederer explained the federal trade commission's new regulations on guarantees, stating that in general any guarantee used in advertising must clearly and conspicuously disclose the nature and extent of the guarantee.

It must show what product or part of the product is guaranteed; what characteristics or properties of a designated product or part thereof are covered by or excluded from the guarantee; what is the duration of the guarantee, and what, if anything, claimants under the guarantee must do before the guarantor will fulfill his obligation under the guarantee, such as return of the product and payment of service or labor charges.

It is also necessary that the guarantor state exactly what he intends to do under the guarantee, such as replace the product or refund the price. If satisfaction or refund is guaranteed, it is necessary to state the limits, such as "Guarantor requires return of the product within one year of purchase date before refund will be made."

If one guarantees savings, such as "Guaranteed to save you 50 per cent," or "Guaranteed never to be undersold," or "Guaranteed the lowest price available," he must state what he will do if the guaranteed savings are not realized, together with any time or other limitations he may impose.

Care must be taken not to guaran-

This nursery stock will thrive...



because **SESONE**
kills the weeds, cuts the cost of weeding!

More and more nurserymen are saving thousands of dollars with SESONE by eliminating hard labor in weeding while their nursery stock grows stronger, healthier, more profitable when it is sold!

Established nursery stock thrives when soil is kept weed-free with SESONE, the pre-emergence chemical that kills weed seeds before they sprout. SESONE gives excellent results on a wide variety of nursery stock—evergreens, shrubs, trees, perennial flowers, lined-out stock, raised beds—because it saves labor, increases income by preventing weeds before they become a problem!

Investigate the approved way of assuring yourself of highly saleable stock. See your Amchem Dealer today!



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SAVE TIME... SAVE LABOR...

with our K.W.H. KNAPSACK MISTBLOWERS and DUSTERS, 1 and 3-H.P. models.

K.W.H.-75 MISTBLOWER, equipped with 3-H.P. engine, gives complete mist penetration to 50 ft.

Tractor Models: 6 to 36-H.P.



For literature
and prices
write to

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North Caldwell, N. J.

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.50 per inch, each insertion.

Liners: 40¢ line; minimum order **\$4.00**.

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To call on trade in central states for large, old-established, mid-western wholesale nursery offering complete line. Many regular customers in territory. Liberal commissions. Drawing accounts can be arranged for salesmen who work full time and demonstrate ability to produce. Applicants should give full particulars regarding self, including references. Write Box 697, care of American Nurseryman.

HELP WANTED

GARDEN CENTER MANAGER

For middle west location; situated between two large cities. Now doing approximately \$150,000 gross. Need someone experienced in retail and nursery with merchandising knowledge. Excellent opportunity; not only attractive salary but also percentage of profits. Please give past experience and references in reply. Write Box 748, care of American Nurseryman.

BUSINESS OPPORTUNITY IN LANDSCAPE SALES-DESIGN

We can offer to the qualified individual (man or woman) the opportunity to operate on his own in the landscape field—in essence, in business for himself, but with our capital and physical assets behind him. In other words, a sound business opportunity for the individual who has the desire, initiative and experience, but lacks the capital to set up and run his own business. We are located in Trenton, N. J., area.

Please supply full particulars, including present employment and earnings, to Box 744, care of American Nurseryman.

HELP WANTED

Two landscape men with good background and experience in designing and selling for progressive firm in Florida (one of the fastest-growing states in the Union). Write, giving your qualifications, to Box 754, care of American Nurseryman.

HELP WANTED

SALES MANAGER

One of the largest (\$1,000,000) bulb-importing operations has an opening in sales promotion of bulbs, seeds, shrubs and gardening accessories. Qualifications required: Knowledge of plants, seeds and bulbs and the ability to increase sales and accounts. Adequate salary with bonus on increased sales and profits. Write Box 749, care of American Nurseryman.

WANTED

Nursery salesman desires to contact growers of quality nursery stock who are interested in first-class sales representation on a commission basis. Write Box 750 care of American Nurseryman.

HELP WANTED

Supervisor with experience in landscaping housing projects and individual sites and also experience in highway seeding and mulching. Address replies to Box 752, care of American Nurseryman.

HELP WANTED

SALESMAN and LANDSCAPE DESIGNER

Full-time salesman and designer for well-established nursery in central Indiana. Unlimited possibilities. Reply to Box 756, care of American Nurseryman, stating experience and salary expected.

HELP WANTED

EXPERIENCED LANDSCAPE SALES ARCHITECT

For Chicago metropolitan area (North Shore). Send complete resume and picture. State starting salary desired. Address reply to Box 738, care of American Nurseryman.

HELP WANTED

GROWER

Must be family man, good background and wide range of nursery growing experience. Home available for use with job in San Francisco area. This is a job with a future. Write Box 755, care of American Nurseryman.

SITUATION WANTED

Landscape contractor and designer, married, age 40, middle Atlantic state. Aims to relocate and desires association with progressive garden mart, food or variety chain, landscape architect, contractor or nursery. Knowledge of retail sales, purchasing, labor management, design, estimating, plant materials, equipment and chemicals. More than 15 years' experience in horticulture. Write Box 753, care of American Nurseryman.

HELP WANTED

LANDSCAPE NURSERY FOREMAN

For Chicago metropolitan area (North Shore). Able to supervise 25 men. Must have previous experience. Send resume, picture and salary required. Write Box 739, care of American Nurseryman.

HELP WANTED

LANDSCAPE DESIGNER-SALESMAN

Experienced man to design and sell to home and industry, for a large established progressive nursery organization with 2 locations. Full-time job for right man. Send complete resume of experience and qualifications. Send reply to Box 596, Hyattsville, Md.

FOR SALE

Landscape tree nursery in desirable section in Huntington, L. N. Y. 6½ level, fertile acres fully planted with unusually good stock. Lovely modern ranch home. Terrific location and opportunity for landscape nursery grower. Attractive price and terms for qualified and responsible nurseryman. Write:

Mitchell W. Smith
HORTICULTURAL REALTY CO.
36-52 Main St. Flushing 54, N. Y.
Licensed horticultural realtor and appraiser.

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A nationally known art ware pottery firm is looking for salesman calling on nurseries, garden centers and florists to represent a new line of ceramic planters. Please write for details to:

HAGEN-RENAKER POTTERIES
Box 269 Monrovia, Calif.

HELP WANTED

SALES LOT MANAGER

Experienced man to work into management of sales lot of second location of established and progressive garden center. Full-time work for the right man. Send complete resume of qualifications and experience. Reply to Box 596, Hyattsville, Md.

HELP WANTED

LANDSCAPE ARCHITECT

Full-time position with well-established landscape nursery. Must be experienced in designing and selling. Send full resume to Box 742, care of American Nurseryman.

HELP WANTED

LANDSCAPE & NURSERY SALESMAN

Large prominent Philadelphia concern has opening, offering outstanding opportunities for man with proven ability. Highly profitable permanent position. Earnings of \$10,000 and up. Profit-sharing plan. State full qualifications. Mail to Box 747, care of American Nurseryman.

FOR SALE

Due to illness, all stock and equipment must go below wholesale. Dig your own. Taxus, 1 to 8 yr. Hemlocks, 2 to 2½ ft. 1500 ft. of aluminum pipe —3-in. and 4-in.

FOREST TRAIL NURSERY
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HELP WANTED

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Planting and nursery foreman, thoroughly experienced, for permanent position with an established and growing landscape concern. Good salary.

THEODORE BRICKMAN CO.
Landscape Architects and Contractors
Long Grove Rd. Long Grove, Ill.

FOR SALE

Nursery, greenhouse and garden center. 20,000 evergreens of best varieties. 5 acres of land. Excellent location near Oregon, Ill. Established 1940. Includes modern residence, workshop, tractor and tools. Second residence available.

HAAS & DEUTH
131 S. Fourth St. Oregon, Ill.

FOR SALE

6-acre evergreen container and propagating nursery. 1000 sq. ft. propagating house. 1200 sq. ft. lath house. 28x40-ft. concrete block building. Three-bedroom brick home with fireplace. All newly constructed. Located north of Milwaukee, Wis. Write Box 725, care of American Nurseryman.

\$ MORE FLOCKING PROFITS with the KING FLOCKER (Pat.)

Puts the flock on the tree not the floor.

Instant control for delicate spotting of wreaths, centerpieces, etc.

Write for circular.

SCHWINHORST METALSMITHS
3521 Holmes Kansas City 9, Mo.

WANT ADS

Display: \$4.50 per inch, each insertion.

Liners: 40¢ line; minimum order \$4.00.

FOR SALE

CHRISTMAS TREE FARM
Have you a retail outlet for quality Scotch Pine trees? If so, read on:

50 acres of light sandy loam, ideal for top-quality trees, near Toronto, Ont., Canada, with 50,000 Scotch Pine already planted over the past 7 years. Trees have been carefully pruned yearly. First planting now ready for market this fall, with a steady crop maturing for the next 9 years or more.

This is valued at \$11,500, about 30¢ per living tree. For full details and photo write:

W. E. COLQUETTE
Mono Mills, Ont., Canada

FOR SALE

Excellent opportunity, 20 acres, 3 trucks, tools and equipment for successful operation, 5 miles from Worcester 2, Mass., on Route No. 20, Auburn, Mass. Terms to the right party.
THE H. JUDSON FISH NURSERIES
24 Hadwen Rd. Worcester 2, Mass.

FOR SALE

Well-located and stocked 10-acre retail and wholesale nursery on state road No. 3, 900-sq.-ft. propagating house 6000-sq.-ft. lath house. Truck, tractor and modern home. Come and see this bargain and make us an offer and terms to suit you. Wish to retire.

TOWNSEND NURSERY
Hartford City, Ind.

FOR SALE

GARDEN CENTER AND LANDSCAPING BUSINESS
Beautiful modern building, 5 miles southwest of Detroit, Mich. on main highway. Can be handled on terms to reliable party. Write Box 751, care of American Nurseryman.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

tee something that is not possible. A "lowest price available" guarantee is a misrepresentation if a lower price can be found elsewhere.

Mr. Lederer stated that in considering wage and hour legislation, nurserymen must keep in mind that the nursery industry's exemption under the national labor relations act, which regulates labor union activity, is directly related to the industry's exemption from the wage and hour law under the fair labor standards act.

Should the nursery industry lose its agricultural exemption under the fair labor standards act, it would also lose its exemption under the national labor relations act, which means that the industry would then come under the jurisdiction of the national labor relations board and be controlled by decisions of that board in any labor union activity that might occur in the industry's nurseries.

Migratory Labor

Turning to Mexican and migratory labor, Mr. Lederer stated that there are strong protests being raised by farm groups that the department of labor does not have any power to regulate in the migratory labor field. The department of labor has claimed this jurisdiction under the provisions of a 27-year-old law, known as the Wagner-Peyser act.

Despite a great deal of pressure to amend it, a bill extending the right of farmers to employ Mexican nationals until June 30, 1963, passed the House in June of this year, related Mr. Lederer. Strong efforts are expected next year to remove the authority to regulate migratory labor claimed by the labor department.

Regarding postal legislation, Mr. Lederer reviewed the battle to delay the rise in parcel post rates that went into effect February 1. After having raised the parcel post rates, the administration began efforts to raise other mail rates to cover the \$554,000,000 claimed as a deficit in the operation of the post office department.

Congress' passage, over the veto of the President, of a bill to raise government employees' salaries by 7½ per cent has added some \$350,000,000 per year to the postal deficit claimed by the postmaster general, said Mr. Lederer. This means, he related, that the administration will be using a figure of \$850,000,000 per year as the loss in operating the post office when it strives for increased rates.

Mr. Lederer stated that many mail-order nurserymen were hurt badly by the February 1 parcel post



The self-selling colorful line

BALES: COMPRESSED



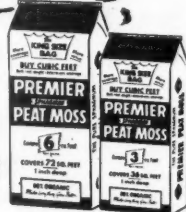
Large Bales
7 cu. ft.

Plastic Bales
6, 4, 1½, ¾ cu. ft.

Poly-laminated inside and outside

BAGS: BULK-PACKED
READY TO USE

King Size
Bags
free-flowing
More coverage
More value



King Size Bags
6 & 3 cu. ft.
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European
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10½, 7½, 6,
4½ cu. ft.
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Any combination shipped in one carload
Send for prices now
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**PEAT
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get **EXTRA PROFITS** every time you sell a plant!

IT'S EASY WITH SMART MODERN PLANTERS BY **PATIO WOOD**

You not only make a higher profit—you protect your reputation when you sell the quality line—PATIO WOOD planters and accessories—built to last the lifetime of the plant—handsome enough to bring the customer back for more. Order direct for high profits on a line that can't be compared for quality or competitive pricing!

Send today for new catalog.



PACIFICA

Stunning new planter in the oriental mood; redwood, gray or black.

WALL POCKETS • SQUARE TUBS • HANGING BASKETS • OCTAGONAL TUBS • GARDENETTE PLANTER • PLANT WALKERS • COPPER PANS • PLANT ROLLERS • SNAP-ON CASTERS

PATIO WOOD PRODUCTS

835 COMMERCIAL ST. • SAN GABRIEL, CALIF. • ATLantic 7-9374

NEW, VERSATILE



MIDGET ROTARY

SPRINKLER

(Net weight only 2 ozs.)

Nursery Sprinkler, No. 111-1

Operates best at thirty pounds water pressure. Excellent sprinkler for watering growing plants and nursery stock. Waters up to 34' diameter. Slot and hole in each arm.

Greenhouse Fogger, No. 111-5

8' to 20' spacings will saturate warm greenhouse air with a very fine mist. No danger of breaking fragile plants due to excessive water. Two holes in each arm.

Please send Midget Rotary Brochure 201B and name of nearest Buckner dealer.

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ADAIR'S MONEY-MAKERS

**Tree Diggers — Root Pruners
Special Cutter Blades**

It is impossible to adapt diggers to some loaders. Be wise, make sure, write.

CHARLES ADAIR CO.

1225 Cottage Grove Ave.
CHICAGO HEIGHTS, ILL.

Peat Pots — Labels — Plant Bands

Vaughan's

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Send for our catalog.

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Chicago 6, Ill.

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Paper Wraps • Shade Cloths • Poly Tarps • Saran • Nails • Twines

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Chicago 8, Ill.

rate increase because the prices of their products included mailing costs. He believes it would be wise for all mail-order nurserymen to take parcel rates out of product prices, or at least very clearly indicate in catalogs that all prices are subject to increase due to increases in postal rates. Mr. Lederer stated that the bill to amend the plant patent act of 1930 to allow the patenting of tuber-propagated plants will come up for passage next year.

INTERNAL REVENUE RULING

The internal revenue service of the federal government, according to A. A. N. attorneys, has now acquiesced in a tax court decision which held that scion wood when sold by a nursery is entitled to capital gain treatment. The commission's acquiescence was formally announced in the Internal Revenue Bulletin for June 27 in case 7033 Richard P. Tesche, 33TC, No. 14, Dec. 23,809 (1954 code secs. 1221 and 1231).

Earlier this year the commissioner of internal revenue issued a ruling, Rev. Rul. 60-71, to the effect that services performed in cutting and field loading of vines on trucks is "agricultural labor," but that services performed in the vining and canning of peas is not.

Any nurseryman who thinks his operations may be affected by these rulings can consult his accountant or tax attorney.

MAIL-ORDER MEETING

[Continued from page 7]

orders to identified customers to determine their reaction to mail-order products.

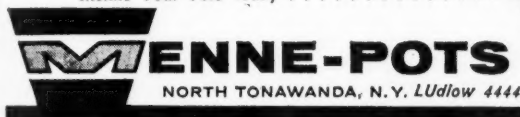
The members also suggested that studies be made to find answers to the following questions: (1) To what extent are mail catalogs used by customers as a source of information for local buying? (2) How many families get more than one, two or three catalogs? (3) How can postage and handling charges best be passed on to customers and what is the effect of passing them on? (4) How can the unsatisfied customer be found and re-established? (5) Should price be played up or down in copy? (6) Does the practice of having special sales late in the season deter early orders? (7) What would be the effect of using packaging of the point-of-sale type in mail order? Would this help compete with mass markets in garden stores? (8) What is the general public attitude toward buying by mail? Are the unethical mail-order practices of others affect-

MENNE PEAT POTS

1 1/4" Square	2 1/4" Round
2,500 to 17,500 \$ 7.00 M	2,000 to 18,000 \$ 7.25 M
20,000 to 72,500 6.50 M	20,000 to 74,000 6.25 M
75,000 and up 6.00 M	76,000 and up 6.25 M
2,500 per case — 30 lb.	2,000 per case — 32 lb.
2 1/2" Square	3" Round
2,000 to 18,000 \$11.00 M	1,000 to 9,000 \$13.25 M
20,000 to 74,000 10.25 M	10,000 to 49,000 12.25 M
76,000 and up 9.50 M	50,000 and up 11.00 M
2,000 per case — 36 lb.	1,000 per case — 28 lb.
3" Square	4" Round
1,000 to 9,000 \$18.25 M	500 to 2,000 \$29.25 M
10,000 to 49,000 17.00 M	2,500 to 9,500 26.75 M
50,000 and up 15.75 M	10,000 and up 25.25 M
1,000 per case — 30 lb.	500 per case — 30 lb.
Freight Allowed On 150 Lbs. Or More Prompt shipment guaranteed on all orders.	4" Azalea
	500 to 2,000 \$28.75 M
	2,500 to 9,500 26.75 M
	10,000 and up 24.75 M
	500 per case — 28 lb.

MAKE MORE MONEY
...with less work

Send for a sample set of Menne-Pots and
Menne Peat Pots today



Nurserymen Prefer...

MENNE PEAT POTS

Low Cost - Light Weight - Pre-Sterilized
Compact - Plant Pot-and-All - Plants Grow Faster

Once you use a MENNE PEAT POT you'll never buy anything else. These top-quality domestic made peat pots save you labor of transplanting to field or bench. No labor and time wasted in storing pots. MENNE PEAT POTS also eliminate transplant shock and promote faster, stronger growth. You're sure to get top prices and more satisfied customers. For bigger profits next season, order your MENNE PEAT POTS today!

SAVE TIME SAVE MONEY
SAVE POTTING COSTS

MENNE - POTS INC., N. TONAWANDA, N.Y.

Please send me complete sample set of Menne-Pots and
Menne Peat Pots. I enclose \$1.50 **AN 9-1**

Name: _____
Address _____
City _____ Zone _____ State _____

ing the business? (9) Is it better to use odd or even prices? (10) What is the effect of special offers on the size of the total order? (11) How can the mail-order house capitalize on influence leaders in a community? Would a study of customer clustering in selected cities reveal information on how to use influence leaders? (12) Are the most successful operators doing an increasing or decreasing share of business by mail?

Program Will Not Solve All

Some of these questions will require research and others not, said Dr. Brunk. The intention, he noted, is not to devise a program to answer all questions, but rather to sort out the most valid and promising and build a program around them.

Dr. Brunk pointed out that the mail-order nurseryman should become acquainted with the market research which is being done in public institutions. The N. M. O. N. A., he thought, should play a leading role in guiding such research effort.

Dr. Brunk continued his report by pointing out what market surveys can do and stated that it seems to him that there are two critical moments in the mail-order marketing process. The first occurs when the customer decides to order or not to order; the second, when he receives

THERE'S MONEY FOR YOU IN LANDSCAPE GARDENING!

**LEARN AT HOME IN
YOUR SPARE TIME!**



Yale C. Moeller,
President

American Landscape School can train YOU for this profitable profession. Nation-wide building boom creates big demand, countless opportunities. Increase your earnings, win personal satisfaction and prestige. No previous experience needed!

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Please tell me how I can become a LANDSCAPE SPECIALIST in my spare time at home. Send me your FREE booklet.

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THE HIGHEST COMPLIMENT

The regular customer who sends his order and says, "Ship at current prices." He knows you will ship true to grade at let-live prices. Many nurserymen order their price lists from us without asking prices. That is our highest compliment.

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Murfreesboro, Tenn.
Associate Member A. A. N.—We Specialize in Nursery Price Lists.

Double Duty ROOTONE

the plant hormone powder

1 USE IT FOR Surer Strikes!

You can use Rootone with confidence and increase the quality and your percentage of cutting strikes. *Indole Butyric* acid now added to Rootone's formula adds extra stimulus and root forming power to a wide variety of cuttings. Available in a formula and package size for every need, including Rootone F with fungicide.

2 SELL IT FOR MORE PROFITS!

More people than ever have become amateur gardeners and house plant enthusiasts. Display and sell Rootone and add to your volume while you build satisfied customers. Rootone gets results and results are what makes customers come back. Build more business around Rootone. Full 40% discount, heavy advertising support.



ROOTONE

is available in popular ¼-oz. packet and 2-oz. jar (illustrated) for resale; and 1-lb. canister or larger sizes for commercial propagators.



ROOTONE

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AMCHEM PRODUCTS, INC.
(Formerly American Chemical Paint Co.)
AMBLER, PA. • Niles, Calif. • St. Joseph, Mo.

the order. Market surveys, he said, may be of value here not so much to determine why the customer bought as to determine whether or not he might buy again, or to determine if he will influence others to buy.

Dr. Brunk related that he has been particularly interested in how mail-order nurserymen decide what to put in their catalogs. He stated that he has found a far less systematic procedure than he had hoped for. He believes that an annual catalog analysis would help to determine pricing policies of the industry, use of psychological pricing, illustrated space to be given selective items and percentage of that space to be printed in color.

After a few years it would be possible to establish trends for given plants in terms of the number of firms handling them, prices and catalog space devoted to them. It would be possible, he said, to associate certain practices with those firms dropping out of business and those expanding. He mentioned the Liberty Hyde Bailey Hortorium collection of catalogs, the largest collection of plant catalogs in the world, as a source for much valuable information.

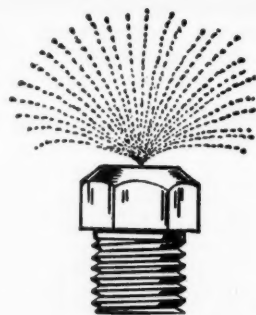
Next speaker on the program was Dr. Joseph F. Metz, Jr., assistant professor of marketing, department of agricultural economics, Cornell University, Ithaca, N. Y., whose subject was "Developing Managers for the Nursery Business." He stated that nurserymen have been criticized for being weak in business management and he thinks this is justified.

Business management, he said, means getting things done through others. Thinking and planning for the future, he emphasized, is important. Good financial statements are necessary, as a nurseryman has to know where his expenditures are going. Dr. Metz pointed out that nine out of 10 small businesses failures are caused by improper management.

One of the greatest things in a business is the loyalty of employees. To assure the availability of loyal, capable help, it is no longer enough just to have colleges educate men in nursery production. Salaries in the nursery industry are often too low to attract college graduates, being on a par with those given laborers and clerks.

Because of the lack of practical experience, a college man may not immediately be worth a higher salary, but it should be given him as a long-term investment. Unfortunately, men taking training in horticulture in various colleges hear reports from graduates and get discouraged.

A damper should not be put on



Pictured above is the Monarch H-261 fog nozzle. It has ¼-in. male pipe thread and throws 3.3 gallons per hour at 30 lbs. Better breakup of water particles at low pressure.

5 nozzles	\$ 5.50
12 nozzles	12.00
100 nozzles	85.00
Tork 24-hour on/off clock ...	11.95
Tork cycling clock, 1-minute or 30-second adjustment ..	20.95
Solenoid valve, ¾-in., full ported	23.00

Also strainers, larger valves and other types of nozzles. Booklet upon request, showing many uses for fog in nursery operations.

Postage prepaid—check with order, please.

Satisfaction Guaranteed

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PEAT MOSS

PURE SPHAGNUM

98% ORGANIC

From the great Fafard Bogs in Canada.

Handsomely Packaged with Polyethylene Coating.

1 peck bags to 7 cu. ft. bales. Also German peat moss in 7.5 cu. ft. bales.

PEAT HUMUS

Priced to produce traffic. Plastic-lined bags 2½ lb. to 100 lb. as well as in bulk.

CONRAD FAFARD, INC.
P.O. Box 774, LOcust 7-3316
Springfield, Mass.

the enthusiasm of these younger college graduates. It is necessary to let them prove themselves. Dr. Metz believes that the nursery industry is doing a poor job in selling itself to younger men.

Dr. Metz stated that experiment stations in the northeast have been working on marketing research for several years. It was determined that one out of every three persons in the northeastern states bought nursery stock and one out of 10 bought it from mail-order businesses. It was pointed out that 10 per cent of the group that bought mail-order nursery stock were in suburban areas while 15 per cent were from rural areas.

Dr. Metz related that one half of the retail outlets in New York state have only started in business during the past 10 years and only one third of these businesses are run by persons with previous experience in the nursery trade.

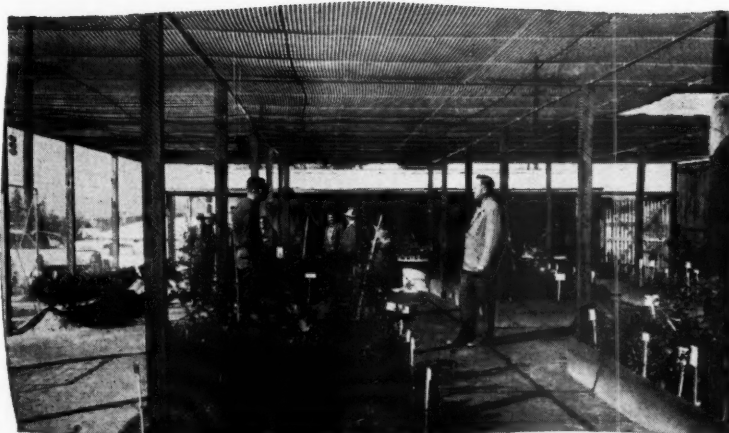
Additional information discovered in the research of these experiment stations is that it does not make much difference to a customer whether the material is B&B or container stock. Also, Dr. Metz pointed out, it is women who do most of the buying. The morning session was concluded with a short report by George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia., on the advanced A. A. N. management conference, at which 17 persons were present.

Catalog Copy

An informative talk, entitled "How To Make Your Catalogs More Productive," was delivered by William J. Gorman, sales consultant on consumer catalogs, R. H. Donnelley Corp., Chicago, Ill., after the noon luncheon. He stated that mail-order catalogs should offer a clear picture of an item in the copy rather than depending upon an accompanying picture to do the job. In writing copy one should not assume any knowledge on the part of the customer. Any unanswered question left after reading the copy is a deterrent to a sale.

Mr. Gorman turned his attention to the subject of pricing. He believes this should be logical and consistent and gave examples of prices taken from mail-order catalogs, showing inconsistencies that destroy the confidence of customers. He pointed out that nurserymen give the price of a 2 to 3-foot tree as \$2 and the price of a 3 to 4-foot tree as \$2.50. He believes that here two prices are being charged for a 3-foot tree.

Mr. Gorman then explained the formula that he devised to guide pricing of multiple purchases on one



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and increase profits
with
LUMITE
Saran Shade Cloth



Easily rolled up in winter
where snow and ice occur

Retailers find that Lumite Shade Cloth not only protects plants from harsh sunlight, wind, heavy rain, and frost—preventing costly damage—but also enhances the appearance of plants and the sales lot itself. Find out how you can enjoy these advantages at amazingly little cost.

Write today for FREE SAMPLES and prices

LUMITE DIVISION, BOX 36
Chicopee Manufacturing Corp.
Cornelia, Georgia

PLANTERS

Large-Size, Long-Lasting Tubs

Approximately 15 ins. deep, 25 ins. at top, 20 ins. at bottom. Made from used whiskey barrels. Available painted or unpainted, to wholesalers and retailers.

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Cut your costs
for time...labor...
seed...with the

Brillion LANDSCAPE SEEDER



One Brillion Landscape Seeder and one man can do up to 40 man-hours of hand work in just one hour.

And what a job it does . . . whether a pure seeding or a mixture, each seed is as if you placed it by hand, positioned at just the right depth and pressed into firm contact with the soil.

Brillion gives you sturdy, near-perfect stands, even under conditions where hand-sowing often fails. Ideal for small residential jobs or large acreages and right-of-ways. Works close against foundations, fences, walks.

A precision machine that lasts for years. Straight pull or 3-point hitch models . . . seeding width-5'4".

IF BRILLION MAKES IT,
IT MUST BE GOOD!

BRILLION IRON WORKS, INC.

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Please send me prices and literature on the Brillion Landscape Seeder.

(Write name and address in margin.)

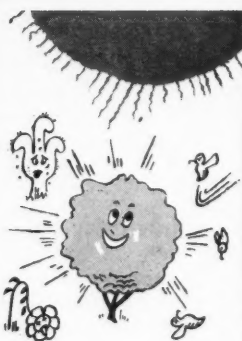
PLANT SHIELD CAN HELP YOU SAVE MONEY—MAKE MONEY

ELIMINATE TRANSPLANTING LOSSES

EXTEND your working season by TRANSPLANTING all summer.
INCREASE effectiveness of spraying by its adhesive action.
MINIMIZE watering labor and costs in the salesyard.
KEEPS salesyard plants fresher and LUSTERIZES the foliage.
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PLANT SHIELD is a new IMPROVED and ECONOMICAL plastic plant COATING which retards water transpiration during adverse conditions. It is a 100 per cent concentrate containing no filler or extender material. This gives greater coverage plus reduced costs, stronger more flexible film and greater ease in mixing, spraying and cleaning.

GAR-PROD Inc., QUEENS AVE., LINDENHURST, N.Y.



CUT WATER COSTS IN YOUR GREENHOUSE

Enjoy efficient, dependable, lowest-cost misting. Convert to

HUMIDOMIST

System For
I-N-T-E-R-M-I-T-T-E-N-T

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Circular #577A describes installation.

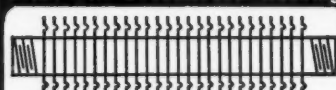
SUPREME ELECTRIC PRODUCTS CO.

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ALUMINUM SUN-FIN RADIATION

Ideal for Greenhouse Heating



EASILY INSTALLED IT WILL NOT RUST

Descriptive literature and prices sent on request

SUNDERLAND PIPE SHOP

4302 Woodland Ave., Kansas City, Mo.

order. The cost of each piece of merchandise remains constant, but the handling cost goes down progressively as additional items are purchased. Thus, if the handling cost on one item has been determined, one-half of this would be added when two items are purchased and an additional one-third when three items are purchased and one-fourth more when a fourth item is purchased.

As an example, he stated that if the merchandise cost of an item is 20 cents and four items are sold in a single purchase, the merchandise cost would be 80 cents. If the handling cost for one item is 30 cents, the total handling cost for the four items would be 62½ cents. Mr. Gorman stated that 57½ cents is saved when four items are sold in a single purchase rather than in individual sales. Not all of the saving has to be passed on to the customer, he added.

It is important to keep selling after the sale is made, continued Mr. Gorman. Material when delivered should be attractively wrapped, and complete instructions about the plant and its care should be included. When a customer orders a plant from a catalog, his faith should be fully confirmed on receipt of his order.

Mr. Gorman believes that mail-order nurserymen are not maintaining contact with their customers when they mail a catalog only in spring and fall. He pointed out that the same catalog or mailing piece can be sent again a month later, with returns almost as high as those obtained on the first mailing.

Mr. Gorman pointed out that Sears Roebuck & Co. guarantees every plant in its garden book as long as it is given reasonable care. In capital letters it states "YOU ARE THE JUDGE." He concluded by suggesting that, since the mail-order group is organized in a national association, the name of the association should be promoted, perhaps with a slogan such as "When it's labeled N. M. O. N. A. you know it will grow."

Why People Buy

Giving the audience an insight as to why people buy was Louis Cheskin, director of Color Research Institute, Chicago, Ill. Mr. Cheskin said that the Color Research Institute has given tests to find out why persons like one type of coffee or detergent more than others contained in different packages. Persons involved in the tests gave many specific reasons for their preference of one over another, but, Mr. Cheskin explained, the ingredients in all the packages were similar.

Every product offered for retail sale has a dual standard of quality;



Oregon English Holly

TEUFEL'S "HYBRID" PREMIUM GRADE

SELECTED, DARK GREEN, HEAVILY BERRIED SPRAYS

10 lbs. per carton \$ 7.50

25 lbs. per carton, long 18.75

50 lbs. per carton, long 37.50

SELECT GRADE—Glossy green foliage with lots of red berries

\$6.00 per 10-lb. carton

\$55.00 in lots of 100 lbs.

Selected shorter sprays also packed in:

BOXES WITH TRANSPARENT WINDOW

ONE-POUND BOXES

\$10.80 per carton of 12 1-lb. boxes..... berried green \$13.50 per carton of 24 1-lb. boxes..... berried variegated..... \$16.00 per carton of 24 1-lb. boxes

HALF-POUND BOXES

\$13.50 per carton of 24 1/2-lb. boxes..... \$16.00 per carton of 24 1/2-lb. boxes

THORNSPROOF TRANSPARENT BAGS

Approx. 1/2 lb. each—berried green, \$16.00 per carton of 25 bags

TEUFEL'S VARIEGATED HOLLY—With lots of red berries this year.

10 lbs. per carton.....\$8.75

25 lbs. per carton, long, \$21.85

50 lbs. per carton, long, \$43.70

All F.O.B. Portland, Ore. Grown and packed by . . .

GEORGE TEUFEL'S HOLLY FARM

(More than 200 acres of producing holly orchard)

7307 W. Barnes Rd.

Portland 1, Ore.

ILLUSTRATED PRICE LIST ON REQUEST

CASH WITH ORDER, PLEASE

SNOW FENCE is IDEAL for

**WINDBREAKS
SHADING
ENCLOSURES
LATH HOUSES**

PROMPT
SHIPMENTS

Special Shade Fence—58 to 60 per cent Shade

Standard Snow Fence—43 to 46 per cent Shade

Write for
specifications
and prices

PHILIP HARTIGAN, Road Equipment and Supplies

P. O. Box 283

HONESDALE, PA.

one is the laboratory standard and the other is the consumer standard. These two must be in balance if the product is to be successful. Mr. Cheskin added that it is the package which translates the quality of the product.

The notion that the greater the advertising campaign, the greater the success of a product is fallacious. The product itself must live up to its advertised image, or it will not be accepted by the public.

Quality of product is first needed; then an attractive package is required, and then advertising can follow. Mr. Cheskin believes that advertising that operates below the level of the customer's awareness is most effective. This type of advertising makes the customer feel that he is making a choice. This is called soft sell.

The fourth pillar of marketing,

WOOD LABELS

For Nurserymen

**DAYTON FRUIT TREE
LABEL CO.**

Ray and Kiser Sts.
DAYTON, O.

coming after quality, packaging and advertising, is pricing. Economy, he pointed out, is sometimes associated with cheapness. Sometimes a higher price on a product will have more appeal for a certain group than a somewhat lower price.

Before the final session on the Monday afternoon program, attention was called to the new hardiness

CHRISTMAS TREES

Quality Cut Scotch and
Austrian Pine

Balled Norway Spruce

Write to:

KYLE'S GARDEN & FLORAL CENTER
1340 W. Jackson St.
Painesville, O.

zone map. It was pointed out that this could be pictured in catalogs, and all plants could be labeled with the zone numbers in which they would grow. This would help to build customer confidence, it was noted.

Repeated by popular demand was the "Idea Trading Post," conducted by Jack Foster, president, Henry

Wiley BOOKS

FOREST AND SHADE TREE ENTOMOLOGY

By **ROGER F. ANDERSON**, School of Forestry, Duke University
Combining basic principles with practical details, this book serves as a complete guide to the scientific understanding, identification and control of forest insects.

Section I of the book introduces the reader to entomology as a biological science, presenting the principles of insect structure, physiology, development, classification and ecology. Section II gives detailed consideration to the more important forest insect species. Effective and practical methods of tree protection are given for each species discussed.

	Approx.	Prob.
1960	432 pages	\$8.25

ECONOMICS OF AMERICAN FORESTRY

By **ALBERT C. WORRELL**, Yale University. A realistic survey of the whole economic field of forestry, to provide a better understanding of the principles guiding the use and distribution of products and services of forestry today.

1959	441 pages	\$9.75
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ENVIRONMENTAL CONSERVATION

By **RAYMOND F. DASMANN**, Humboldt State College. An ecological approach to conservation, stressing the interrelations of land, resources and people, with the subsequent need for conservation of complete environment rather than conservation of isolated resources.

1959	307 pages	\$6.50
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PRINCIPLES OF PLANT BREEDING

By **R. W. ALLARD**, University of California. A clear exposition of the biological principles upon which all plant improvement rests and the operational procedures which follow naturally from these principles.

	Approx.	Prob.
1960	544 pages	\$10.00

Send now for your on-approval copies

JOHN WILEY & SONS, Inc.
440 PARK AVE., S.
NEW YORK 16, N. Y.

Field Seed & Nursery Co., Shenandoah, Ia. Starting off the idea exchange, Mr. Foster stated that, in order to avoid the increase in parcel post rates, the Henry Field Seed & Nursery Co. has been trucking its packages to post offices in certain distant cities with success.

Last year six or seven semitruckloads from several Iowa nurseries were sent to Cincinnati, O., pre-stamped with Cincinnati, O., postage. The damage to the pieces was reduced; postage was saved, and speed of delivery was increased.

Mr. Foster related that the Parcel Post Association keeps its members informed on delivery services in all cities. There are limitations in that some of these services are having trouble getting franchises in various cities. Often the rates are cheaper than express, and many of the firms give 24-hour delivery service within a state. It was pointed out by members that they are using state-wide delivery services in Iowa, Wisconsin and Indiana.

Handling Charge

Attention was turned to the 50-cent packaging and handling charge which is now made by several mail-order firms. One member stated that they had been doing this for years, just putting a packing and handling charge at the bottom of the order blank without mentioning it in the catalog. Eighty-five per cent of the customers pay it, and those who do not are not pressed for it. Only three or four complaints against this charge are registered each year.

Another member considers that such a charge helps to increase the size of the order. Another member stated that, when a customer is filling out the order blank, he has already made up his mind to order from the catalog and will not quibble with the extra charge when he notices it. Still another member stated that a handling charge is only placed on orders under \$10.

A discussion developed on charging for catalogs, but it was determined that this would depend upon the nursery's clientele. To expedite getting out orders in the spring season, a Canadian nurseryman related that his nursery successfully employed a night shift, from 6 p. m. to 4:30 a. m., this past spring.

Following the afternoon session a social hour was provided through the courtesy of Flower Grower magazine. The evening was free for the members to do as they wished.

Special recognition was given to all past presidents of the N. M. O. N. A. at a breakfast held Tuesday

Imported

JET ROD FLAME GUN

- Sterilizes seed flat soil.
- Burns weeds in walks.
- Thaws frozen pipes.
- Melts ice and snow.
- Many other uses—burns kerosene.



Proved in England where it is made.
Saves time and energy.

POSTAGE PREPAID FOR CASH
WITH ORDER
ONLY \$29.50

For Full Details
Write:

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P. O. Box 270
North Wales, Pa.

BRODLEAF

Imported Holland
PEAT MOSS



Roots screened out

You get the
best part—the Peat Flakes!

OUTDOOR BAMBOO
BLACK AND CLEAR
POLYETHYLENE

HOLLAND BURLAP
SQUARES - 4 Grades

- Boskoop
- Standard
- ROT-NOT
- VIKING WRAPS

**HALF
MOON**

MFG. & TRADING CO.
90 West St., New York 6, N. Y.
Address all correspondence to:
Box 27, Plainfield, N. J. PL 5-8228

FLORISTS' TEXTILES PLASTICS

X. S. SMITH, INC.

Box 272

Red Bank, N. J.

morning, August 9. Framed certificates were presented to all former presidents in attendance and mailed to those not present. Those who received certificates, their years of service indicated, were as follows:

Eldon Burgess, Burgess Seed & Plant Co., Galesburg, Mich., 1934-1940; Harold Goldstein, Kunderd Gladiolus Farms, Goshen, Ind., 1942-1945; Cliff Emlong, Emlong Nurseries, Inc., Stevensville, Mich., 1945-1947; Rex E. Westhauser, Westhauser Nursery, Sawyer, Mich., 1948; George Rose, Henry Field Seed & Nursery Co., Shenandoah, Ia., 1949; Howard Maloney, Maloney Bros. Nursery Co., Inc., Dansville, N. Y., 1950; Kimball Andrews, Andrews Nursery Co., Hebron, Md., 1951; Howard Scarff, Scarff's Nursery, Inc., New Carlisle, O. 1952; Clark Kidd, Arp Nursery Co., Tyler, Tex., 1954; Tom Kyle, Bohlender Nurseries, Tipp City, O., 1955; John Kelly, Kelly Bros. Nurseries, Dansville, N. Y., 1956; Jack Hanley, Hanley's Nursery, Carbondale, Ill., 1957; Joe Weston, Neosho Nurseries Co., Neosho, Mo., 1958, and Robert Bauge, Judson Wholesale Nurseries, Bristol, Ind., 1959. The families of the two deceased past presidents will receive a letter of recognition, it was announced, these being M. Vaughn Woodward, 1952-53, and Vernon Krider, 1940-42.

Marketing Approach

Opening the Tuesday morning session, Robert G. Miner, advertising director, Flower Grower magazine, New York, N. Y., gave a talk entitled, "Profit-Finding Approach to Mail-Order Marketing." He related that marketing incorporates selling, advertising, sales promotion, merchandising, product selection and design and pricing.

The horticultural mail-order industry is fortunate, he stated, in having a hard core of adherents. These are the ones reached by garden magazines. Generally speaking, the customers are satisfied with the product they receive. He believes that it is just plain lethargy that prevents many persons from ordering.

The mail-order industry has a great problem in that many persons have been taken in by charlatans of mail-order selling, he said. Mr. Miner suggested an industry board of recommendation and believes that all magazines would accept it. Mail-order nurserymen have much plant knowledge and can communicate with the market. They have an opportunity to give direct service. Also, he said, mail-order buyers have a much wider selection of plants to

KILL BORERS FAST

with Para-Scalecide

You save time and money when you use Para-Scalecide for borer control, because *one application* is all that is needed to do a thorough job.

Use this *simple* and *safe* way to control borers on fruit trees, shade trees and ornamentals.

Just dilute with 7 parts water and apply to affected parts with a paintbrush or force-feed oil can. For peach borers, pour around the base of the tree.

Now is the time to get your Para-Scalecide—for better borer control—and as a profitable item to sell to your customers during the borer season.

8-oz. bottle	Retail	Packed	Dealer
	\$0.85	12 to case	\$ 6.12
1-qt. can	1.69	12 to case	12.17
1-gal. can	3.98	6 to case	14.33

Prices slightly higher west of Mississippi River.

Freight allowed on 6 or more cases



One application
does the job
for the
season

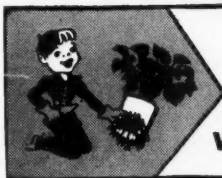


Good Sprays to Use and Sell

- Pratt's Spray for Evergreens
- Pratt's Liquid Rose Spray
- Pratt's Home & Garden Insect Spray
- Pratt's Fruit Tree Spray
- Pratt's 72% Chlordane for Termites and Ants
- Pratt's Weed Killer
- Pratt's Lawn Insect Spray
- Pratt's Tomato and Vegetable Dust or Spray
- Pratt's 50% Malathion
- Pratt's 25% DDT

Send for prices on the complete Pratt Line.

B. G. Pratt Co., 189 Twenty-First Ave., Paterson 3, N. J.



JACK POT

THE QUALITY
PEAT POTS

Willis-Reynolds Corp., Lebanon 3, Ind.

ROOTSPRED TREE PLANTERS

Tree planters take a beating. Be sure you are getting a good guarantee, good design and careful workmanship before you buy. Our M-55 at only \$275 features compact, sturdy design, most comfortable planting position, no adjustments or superfluous parts to get out of order. Nonclogging scalpels available for some models. Write for details.

ROOTSPRED
St. Petersburg, Pa.

BURLAP



STERLING BAG & BURLAP CO.

41 Carolina St.
Buffalo 1, N. Y.
Phone: CL 2339

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NEW! ECONOMICAL THRIFTEE

PLASTIC PLANT MARKERS

as low as \$3.00 per 1,000

- More attractive, more durable than wooden markers . . . and at a competitive price!
- Spring green in color, lightweight.
- Can be marked with soft lead pencils, rubber stamps, typewriter or printing!
- Not affected by water, fertilizer or soil-chemicals.
- Will not curl, rot, rust or mildew.
- Reusable; can be cleaned with ordinary household cleanser.

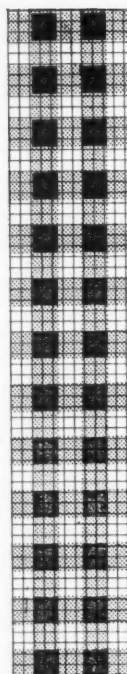
QUANTITY PRICES PER 1,000

Bulk Packed	4"x5 1/2"	5"x5 1/2"	6"x5 1/2"	8"x5 1/2"
1,000	\$3.90	\$4.80	\$5.40	\$7.20
5,000	3.60	4.50	5.10	6.80
10,000	3.30	4.15	4.80	6.35
20,000	3.00	3.80	4.25	5.65

ADD: \$0.60 per 1,000 for packaging in lots of 100.
F.O.B., Milford, Michigan
Shipping charges prepaid, if check accompanies order.
Markers may be assorted to earn quantity prices.

Sample Order (125 assorted markers) \$1.00 prepaid
Prices for larger quantities quoted on request . . . also
attractive sales plan for jobbers.

LIFETIME MARKERS Dept. 7A
P.O. Box 158, Milford, Mich.
Far West: LIFETIME, 1864 S. 120th St., Seattle 88, Wash.



choose from than the garden center customer.

Next scheduled on the program was a panel discussion on "Trends in the Mail-Order Nursery Business," which is reported elsewhere in this issue. Following was a report from Washington, D. C., on problems affecting the mail-order nursery industry, which also is reported separately in this issue.

Final Business Session

At the final business session that concluded the mail-order meeting, an amendment was approved to the effect that all applicants for associate membership must be recommended by an active member. The report of the auditing committee was heard and was followed by the necrology committee report, delivered by Fred H. Kilner, managing editor of the American Nurseryman. The election of officers was held as previously reported, and the new president, Ted Korves, assumed his duties and presented a framed plaque to Ken Tack as immediate past president.

RHODE ISLAND DAY

[Concluded from page 16]

termine the cause of defoliation of taxus, a serious problem in local nurseries.

At the turf grass research plots, C. R. Skogley, associate professor of agronomy, described work in progress, including spacing of zoysia for establishment, chemical control of bent grass, toxicity of chlordane to seedling grasses and fertilization of lawn turf. He also discussed plans for future experiments dealing with lawn grasses.

After lunch, a business meeting was called to order by Anthony Forcina, president of the Rhode Island Nurserymen's Association. After welcoming remarks and introduction of staff personnel and guests by Dean William H. Wiley of the college of agriculture, discussion of progress to date on a proposal for a revision of the state nursery law was conducted. John Mathewson, entomologist with the Rhode Island state department of agriculture and conservation, explained some of the changes that had been suggested and answered questions. The day's program concluded with a continuation of open house at the outdoor experimental areas.

CHARLES POTTER, executive secretary of the Oregon Association of Nurserymen, is reported doing well after recent hospitalization, but a long period of rest has been prescribed for recuperation.

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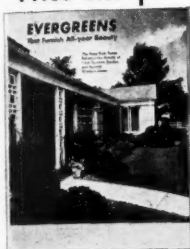
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Progress is steadily being made in the transferring of the Conner & Amos Nursery from Winfield, W. Va., to a 1,000-acre site on the Little Kanawha river in Wirt county, West Virginia.

The nursery, owned by Carl and Atlee Conner and John Amos, has been in operation for 17 years at Winfield and began the major move three years ago. Seedlings produced in the Winfield greenhouses are being lined out in quantity in the Wirt county fields, and the massive development, including an irrigation system able to provide 14,000 gallons of water a minute, is nearing completion.

The nursery specializes in holly, stocking approximately 50 varieties of American holly and more of Japanese varieties, and future plans call for the development of a large holly garden in the new location, which will be designed to attract tourists and visitors from all parts of the nation.

Additional plans include the formation of a landscaping division after the move to the Wirt county site is complete. The firm also operates a garden center at Mink Shoals, near Charleston.

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BOOK REVIEWS

GARDEN ENCYCLOPEDIA

Amateur gardeners whose interest or curiosity ranges beyond the many books on various phases of gardening or groups of plants may now browse to their heart's content in the 6-volume "New Illustrated Encyclopedia of Gardening," edited by T. H. Everett, assistant director and curator of education of the New York Botanical Garden, with contributions from 20 equally well-known horticulturists and writers of the United States and Canada. The volumes are of 7½x10½-inch page size and one and one-half inches thick, containing 2,624 pages, in addition to about 24 pages in each volume carrying over 600 reproductions of photographs in full color.

The work is specially for the home gardener, being printed in large type and avoiding technical language, aside from the Latin names of plants. He can read it with ease and without reference to a glossary of botanical terms. Plants are described as leaf-losing, instead of deciduous, for instance, in contrast to evergreen. This garden club and library edition, now published in six volumes at \$49.50 plus \$1.50 mailing charge, is identical in page size, text and contents with the 14-volume edition, each half as thick, distributed earlier this year to Encyclopedia Britannica patrons at a somewhat lower figure. It is offered by a newcomer in the publishing field, the Greystone Press, New York. This 6-volume set is being offered at a lower special price to garden club members.

For the technically minded commercial grower it is not, of course, comparable to the more extensive and comprehensive Bailey's "Standard Cyclopedia of Horticulture," in three large volumes, or the more up-to-date and more condensed R. H. S. "Dictionary of Gardening," in four volumes plus a supplement volume. It is less technical than the thick 1-volume "Encyclopedia of Gardening" edited by Norman Taylor, having rather the easy informality of the earlier "Garden Encyclopedia" edited by the late E. L. D. Seymour, both of which are popular low-priced books.

The readable text should give lay gardeners more extensive acquaintance with the plant world, for the list of species covered includes those grown in almost every clime. Those generally in cultivation are given more space, so that the gardener may

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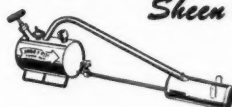
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learn of their propagation and culture. Sometimes descriptions of the species and varieties mentioned are all too brief, and distinctions of hardiness are few, except between tropical and temperate zone plants. While the principal characteristics of some plants are indicated, the work is not a guide to identification of plants. For the average lay readers, it will be a useful accession to libraries and garden clubs.

NEW BOOK ON BONSAI

The increased interest in the art of growing miniature trees, or bonsai, to give it its Japanese technical name, has brought an addition to the excellent books on the subject. "Bonsai: Japanese Miniature Trees" is by Kan Yashiroda, who lives and practices his art in his native Japan, after having been a student at Kew Gardens, in England, and at the Brooklyn Botanic Garden, in this country. Just published by Charles T. Branford Co. in this country, while printed in England, the book comprises 166 pages of text, with 48 additional pages reproducing photographs of examples of the art, 117 in all, and is priced at \$5.75.

As the title subhead indicates, the book covers the style, cultivation and

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training of miniature trees. After a brief chapter on the history of bonsai, the second chapter points out the two methods of classification, by shape of trunk and by method of planting. Then a succeeding chapter presents an explanation of these classifications, telling how styles were formed and describing in detail their application to various plants. The technique of dwarfing is carefully described. Then succeeding chapters cover the methods of growing bonsai, from seeds, cuttings, nursery-grown stock and wild trees. Mame bonsai, or miniature bonsai, is given a separate chapter, as is the bonsai culture of chrysanthemums. Closing chapters are on the cultivation and care of the plants, potting composts, potting, watering, manuring, pests and diseases and containers. Persons seeking instruction in bonsai will find this a valuable book.

TROUBLE-FREE PERENNIALS

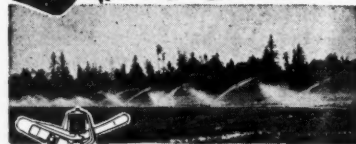
The English author of a more extensive book on perennials has sought to meet the problem of labor-saving in today's gardens in his new 192-page book, "Perennials for Trouble-Free Gardening," just published by Faber & Faber, London, at 21 shillings. Alan Bloom deplors the replacement of the perennial border with shrubs or lawn because of the work of maintenance involved.

Instead he suggests that by the selection of suitable subjects, work can be lightened and the perennial border made a continuing source of enjoyment. He criticizes delphiniums as needing staking, lupines as unreliable, geums as short lived and Michaelmas daisies as untidy and rank.

The author asserts there are many perennials less subject to these faults. Indeed, he presents a long list. These he ranks according to a scale of points he has devised. The faultless perennials, he says, must thrive under varying weather, not require staking, not need frequent dividing nor checking in growth because of aggressiveness, not self seed to the nuisance point, and, in general, possess a long-flowering period, shapeliness or beauty of form and flower and continue sightly after blooming.

After an introductory chapter setting forth his objectives and brief treatment of soils, bed layout, planting and maintenance in short chapters, he devotes about two thirds of the book, or 117 pages, to an alphabetical presentation of the genera he recommends, which include many well-known hardy plants and some

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less common. The entry for each genera includes the degree of desirable sunshine or shade, his ranking according to his 10-point rating and the probable amount of spread of the plant. A paragraph about each species describes the flower color, height and other habits and the degree of hardiness. Under each species he goes briefly into recommended varieties. His comments and their arrangement make this a useful reference, especially for those who seek laborsaving herbaceous perennials.

ALL ABOUT SOIL

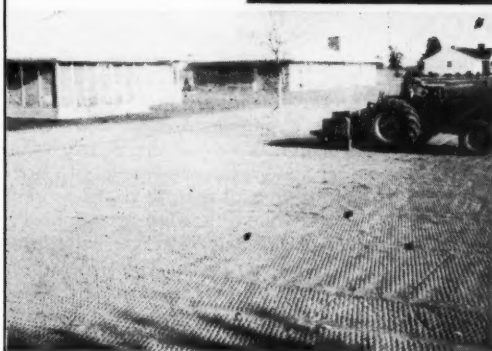
Soil as an element of tremendous importance to the sustenance of man is a subject that should be, but is not, widely understood, it is declared in the preface to a new reference book, "The Soil and Its Fertility," issued by the Reinhold Publishing Co. Correction of this situation is sought by the coauthors of the work, H. Teuscher, horticulturist and curator of the Montreal Botanical Garden, Montreal, Canada, and R. Adler, chemist, in collaboration with Jerome P. Seaton, associate professor of soils, Purdue University, Lafayette, Ind.

The book successfully utilizes a new approach to its subject in the 446 pages of text, appendix, glossary of terms and index making up the work, released by the publishers at \$12. The material moves from simple to complex aspects in logical sequence, and the reader does best to read from the beginning, but the seven parts of the book are given considerable independence and can be picked up for separate reading, if desired.

Each of the book's parts is divided into sections on specific subtopics. Covered in the major divisions are the following subjects: "The Composition and Contents of the Soil"; "The Physical Condition of the Soil Contents and Their Properties as Related to Plants"; "Soil Dynamics—the Interacting Forces Within the Soil"; "The Main Nutrient Elements, Their Origin and Their Behavior in the Soil"; "Manures, Composts and Fertilizers"; "The Laws of Soil Fertility," and "Summary of Scientific and Practical Procedures."

The reader will find clear answers to many debated questions on soil-handling practices, but more, he will find bases for reaching his own satisfactory decisions on soil and plant needs, methods of applying materials or types of fertilizers to use. He will learn why practices result as they do. A great amount of original work by the authors is included, and

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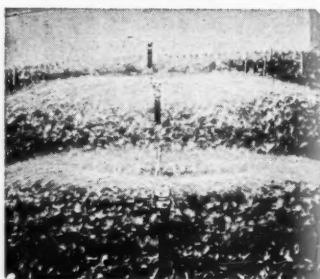
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there is basic consideration for economy in all suggestions on fertilizer applications. Comprehensive in its coverage, the book is also eminently readable with its references to the geologic ages, histories of nations, interrelation of scientific findings and facts on different fields and the logic of nature.

PLANT SOURCE HANDBOOK

As an aid in answering inquiries about plants mentioned in previous handbooks, the Brooklyn Botanic Garden has issued another in its series, this one entitled "Trees and Shrubs for Every Purpose—Where To Buy Them." In this 64-page pamphlet, available from the garden, at Brooklyn, N. Y., for \$1, nearly 1,000 trees and shrubs are listed, with brief descriptions of mature size; season of bloom; zone of hardiness, and flower, foliage and fruit characteristics, prepared by Henry Teuscher, curator of the Montreal Botanic Garden, Montreal, Canada. The sources of the plants are indicated by numbers or letters corresponding to a list of somewhat over 100 nursery firms. The only criticism is the smallness of the list of sources, which obviously cannot represent all sections of the country. But the principal sources of the rarer plants are included in the handbook, so that gardeners who cannot fill their wants through their local nurserymen will benefit from this handy directory.

MICHIGAN CONFERENCE

[Continued from page 9]

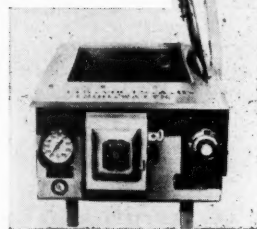
sheet, which contained chemical recommendations for controlling specific pests.

For combating caterpillars and beetles, data released recommended the use of DDT and lindane. For scales, it recommended Sevin or a combination of DDT and malathion; for thrips, DDT, chlordane, dieldrin or heptachlor; for aphids, malathion, lindane, diazinon or Systox. To control mites (red spider, spruce, clover, European red) in the active stages, chlorobenzilate, Aramite or kelthane were recommended. Oviposition, mitox or tedion were recommended for mite control in the egg stage.

Dr. Hoffman stated that aphids are found to be most prevalent on plants when the weather is cool and damp. If there is a change to hot and dry weather, mites take over where the aphids leave off. Commenting on the reproduction rate of aphids, Dr. Hoffman said that a single young female aphid produces

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seven living young per day after reaching maturity, which is usually five days after she has hatched. Thus, even with 99 per cent control, one is still in trouble with this particular pest. A special program to control aphid should be followed if they are a problem. Aphid cannot be allowed to multiply, Dr. Hoffman added. A combination of malathion and lindane has excellent residual qualities in the control of aphid. This spray should be mixed to deliver the utmost in potency, or one can increase the frequency of application.

For combating an attack of mites, Dr. Hoffman recommended that a combination of a good miticide and Ovicide be used. This will destroy both the eggs and the active pests. Tedion has proved to be exceptionally effective, as it causes female mites to lay sterile eggs.

Spray Action Told

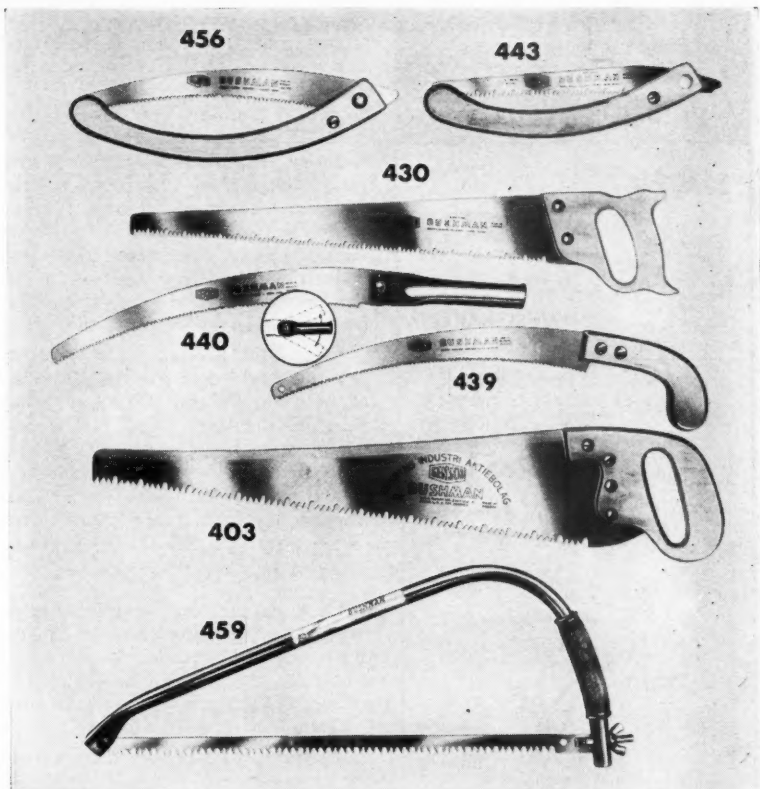
According to Dr. Hoffman, most insecticides are made up of a combination of (1) the insecticide itself, which comprises 60 to 75 per cent of the compound; (2) an inert carrier, and (3) a wetting and sticking agent, which aids in the dispersing of the material and causing its adherence to the plant. He stated further that sprays are the best means to apply insecticides and wettable powders are the best carrying media.

Dr. Hoffman said that there must be contact of the pest with the insecticide in order to effect a kill. This makes a mist blower less effective than a sprayer, unless the blower is used to produce an over-all wetting of the plant, which necessitates the use of a blower at an extremely slow pace. Even with a sprayer unit, it is necessary to cover the top and the underside of the leaves to insure complete control.

Following his talk, Dr. Hoffman, with Richard Moser, California Spray-Chemical Corp., Richmond, Calif., answered questions from the floor. Some points of interest that were brought out concerning garden chemicals were that the homeowner seems to prefer dusts as opposed to spray chemicals. This is directly attributable to the ease of application. However, it was pointed out that sprays are generally considered more effective and they do not leave a visible residue on the plants as do dusts.

Overdoses Dangerous

One point that was stressed was that most plant damage is caused by using overdoses of chemicals. The reason for this seems to lie in the fact



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After the morning session, the group assembled in the Big 10 room of the Kellogg Center for a luncheon. Prof. H. B. Tukey, head of the department of horticulture, M. S. U., welcomed the group. The nurserymen then boarded special buses and wagons provided to transport them to the afternoon laboratory sessions.

First Day's Tours

The nurserymen were divided into two groups; one group went to the university rose gardens, the other to the spray laboratory. Later in the afternoon each group visited the site it had not been to previously.

Dr. Stinson conducted the tour of the rose gardens, where he pointed out some of the commonest and newest varieties being grown. He also spoke briefly on performance, culture and comparison of certain varieties under Michigan conditions. The rose gardens at Michigan State University comprise the larger of two public rose gardens in the state of Michigan. Accredited by All-America Rose Selections, Inc., they are part of the larger horticultural gardens at the university. Here the many varieties about to be introduced can be seen in flower before they are offered for sale to the public. Nearly 1,100 rose plants of about 170 varieties are on display.

The second tour objective of the afternoon was the spray laboratory, where Dr. Julius Hoffman explained the use of various chemicals and methods of measuring chemicals and mixing sprays. He said that it is far better to do a thorough job of spraying in the initial attempt than to repeat a spraying operation. He stated further that insects are not resistant to insecticides; it is only because of improper application of sprays that the pests survive. For safe spraying, Dr. Hoffman said, a respirator or gas mask should be worn by the operator. Goggles, protective gloves and coveralls or a raincoat are also equipment needed in the application of sprays. He stressed the point that when one is using a respirator, it is essential to change the

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filter cartridge frequently. Otherwise, the cartridge will retain the poisonous discharge from the insecticides and, after a period, become lethal.

When the afternoon laboratory sessions were concluded, the groups proceeded to the newly constructed outdoor swimming pool, where several persons enjoyed a refreshing swim.

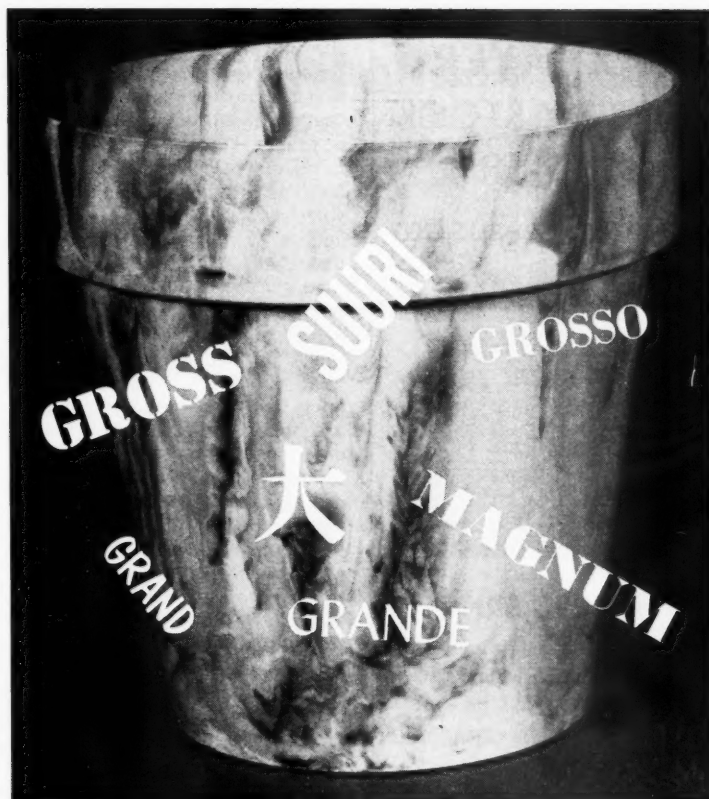
Garden Lighting

In the evening, a buffet dinner was served in the Big 10 room at Kellogg Center. After dinner, Dr. Donald P. Watson, of the department of horticulture, the presiding chairman of the conference, prefaced the evening's program on garden lighting with a few remarks. Concerning the essentials of good garden lighting, Dr. Watson said (1) the source of light should be hidden from view; (2) the lighting used must be tailored to the needs of the individual garden; (3) it is important to use lighting to accent the good features of the garden; (4) colored lighting emphasizes the beauty of the plants in the garden, but color must be used with discretion to maintain good taste and over-all balance in the garden composition. Dr. Watson concluded by recommending that all labor charges for lighting installations should be set on an hourly basis, because it is virtually impossible to predetermine the amount of time that will be needed.

Dr. Watson then introduced Douglas Brown, of the Kim Lighting Co., who presented a sound film entitled, "The Kim Dimension in Garden Lighting," which illustrated the varied effects that can be produced with well-planned garden lighting. Howard Linder, of the Steber Mfg. Co., also a manufacturer of garden lighting equipment, was next introduced to the group.

Dr. Watson then invited the group to visit the horticultural gardens, which had been prepared for a special garden-lighting demonstration using fixtures of both the Kim Lighting Co. and the Steber Mfg. Co. Before leaving for the horticultural gardens, Dr. Watson introduced Jane Smith, Smith Tree Sales, Lansing, who was to give a critical analysis of the lighting arrangements in the gardens. The nurserymen then boarded buses, which took them to the gardens for the demonstration. Both Mr. Linder and Mr. Brown explained the use of the garden lighting fixtures in their respective display arrangements.

Opening the session Tuesday morning, August 9, Dr. Stanley Ries,



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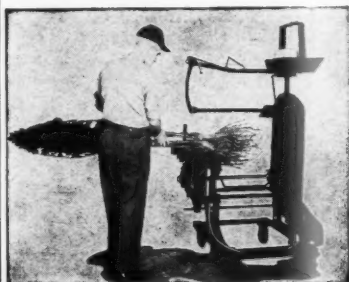
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of the department of horticulture at the university, presented a talk on practical weed control. Dr. Ries said that the nurseryman must know certain pertinent facts before he sets up a practical weed-control program. (1) He should, first of all, be fairly familiar with his plants' susceptibility when exposed to the weed-control agents. (2) It is necessary to know the make-up of the chemical agent used. (3) A nurseryman should be fairly well acquainted with the type of weeds growing in his nursery. (4) One should know which are the older weeds and which are the younger ones, as newly germinated weeds are much easier to kill than the older ones. (5) The nurseryman should be familiar with the soil conditions in his nursery. (6) The operator must know the proper amounts of chemicals to use in the application. (7) The proper method of application is also essential knowledge. (8) Complete knowledge of all equipment used, its possibilities and its limitations, is likewise important. Dr. Ries said that nine out of 10 nurserymen do not have the proper equipment for weed control.

When setting up the weed-control program, Dr. Ries said that certain points should receive consideration before starting work. One should, first of all, consider the cost of the proposed program. One should ascertain what is the least expensive chemicals that will do the job best. Soil conditions and amount and variation of wind drift should receive attention.

Product Knowledge Essential

Continuing, Dr. Ries said that there is a wealth of new chemicals for weed control. The nurseryman should familiarize himself with all of these new products and should strive to attain a greater knowledge of the best of the chemicals that have been available for some time. Dr. Ries said that MC-2, Vapam and mylone have proved effective in controlling weeds in areas where the stock is small. These fumigants have also proved effective in killing weed seeds where chemicals have failed to do the job.

Simazine, when used at the rate of two to four pounds per acre, has proved most effective in controlling weeds among lining-out stock. There are, however, some plant species, including boxwood, which are susceptible to damage from the use of this chemical. Areas where lining-out stock is infiltrated with chickweed or purslane can be cleared with the application of CIPC.

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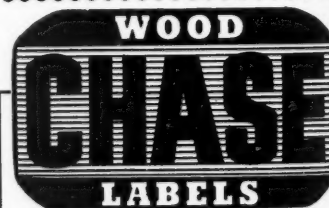
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tion by chemicals, Dr. Ries said that they should be applied before, not after, a heavy rain. Of course, this is no simple matter, as weather prediction is an elusive thing. Dr. Ries added that it is a waste of time to attempt to kill weeds in the summer months; next to spring, the best time to initiate a program is in the fall.

Dr. Ries and George Hamilton, Geigy Agricultural Chemicals, then answered questions from the floor concerning weed-control measures.

Plants for Summer Interest

The second speaker on Tuesday morning's agenda was Prof. Clarence E. Lewis, of the department of horticulture, M. S. U., who presented an illustrated lecture, "Shrubs, Trees and Vines of Summer Interest." Professor Lewis distributed printed material, listing many of the more desirable plants to enhance summer sales. All of these varieties flower during the summer and early fall. Following is a partial listing, excerpted from Professor Lewis' material, given in chronological order of bloom: Flowering in mid-June to late June; *Syringa japonica* (Japanese tree lilac), *philadelphus* (several selections) and *Weigela Eva Rathke*.

Flowering in late June to mid-July: *Sambucus canadensis* (common elderberry), *stewartia* (several possible selections); *Hydrangea A. G.*, and *Rhododendron maximum* (rosebay rhododendron). Flowering in mid-July to early August: *Albizia julibrissin rosea* (hardy silk tree), *Koeleuteria paniculata* (golden-rain tree), *Buddleia davidi* and variations (common butterfly bush), *Clethra alnifolia* (sweet pepper bush), *Hydrangea quercifolia* (oak-leaved hydrangea), *Campsis radicans* (common trumpet vine) and *clematis* (several selections).

Flowering in mid-August to October: *Franklinia alatamaha* (Franklin tree), *Abelia grandiflora* (glossy abelia) and *Caryopteris Blue Mist*.

A brief panel discussion covering the material presented by Professor Lewis followed his talk. Panel members were Alfred H. Goldner, Goldner-Walsh, Southfield, Mich., first vice-president of the Michigan Association of Nurserymen, and John Light, Light's Tree Co., Richland, Mich. Professor Lewis presided.

Afternoon Tours

After a barbecue lunch, the group boarded buses for the afternoon laboratory sessions. One group proceeded to the weed-control laboratories, the other to the Beal-Garfield Botanical Garden. Professor Lewis

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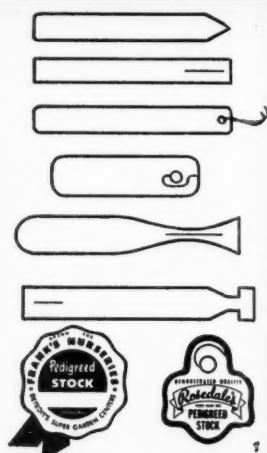
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took charge of the group touring the garden and pointed out several plants of particular interest to the nurserymen and landscape contractors in the group.

At the weed-control laboratory, Dr. Ries supervised a demonstration of a weed-killer spray application by tractor. He also covered the proper methods for chemical calibration and cleaning of tank equipment.

When the afternoon laboratory sessions were completed, the two groups proceeded to the Kresge Art Center, where Milt Baron, of the department of urban planning and landscape architecture at Michigan State University discussed the landscape development of the art center. After Mr. Baron's dissertation, the members of the conference assembled in front of the art center to receive certificates of participation in the conference.

VIRGINIA APPOINTMENT

Paul Lester Smeal has been appointed assistant horticulturist at Virginia Polytechnic Institute, Blacksburg, Va., as a replacement for Prof. A. G. Smith, Jr., who retired recently. Mr. Smeal, who reported for work early in August, will devote 75 per cent of his time to extension work in ornamentals, floriculture and landscape design and 25 per cent of his time to ornamental research.

The new appointee attended Penn State University, where he majored in horticulture and received his B.S. degree in 1954. In 1958 he received his M.S. degree from the University of Maryland and has completed all the course work for the Ph.D. degree in horticulture at the University of Maryland. Upon completion of his thesis he will receive the Ph.D. degree in June, 1961.

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NEW PEACH DESCRIBED

The characteristics and performance of a new yellow freestone peach developed and released by the Oklahoma agricultural experiment station, Stillwater, are described in the station's bulletin B-542, "Goldenred Peach."

Resulting from a cross between Early Elberta and Halehaven, Goldenred is a medium to large peach of a rich golden yellow covered with dark red. It does not require defuzzing, like the Elberta. The fruit ripens with Redhaven and four weeks before Elberta, having lemon-yellow flesh with a sweet aroma and pleasing taste.

According to the station's experiments, Goldenred is as hardy as, or somewhat harder than, Elberta and possesses resistance to bacterial leaf spot. The new tree and its fruit are illustrated in the 8-page bulletin, and favorable yield data are presented in tabular form.

CHRISTMAS TREE FEEDING

Production of improved quality of trees is the object of extension folder F-291, Fertilizers for Christmas Trees, prepared by the cooperative extension department of Michigan State University, East Lansing. Symptoms of need, kinds and amounts of fertilizer to use, time of application and responsive tree types are topics covered briefly in the release. Donald P. White, associate professor of forestry, is the author.

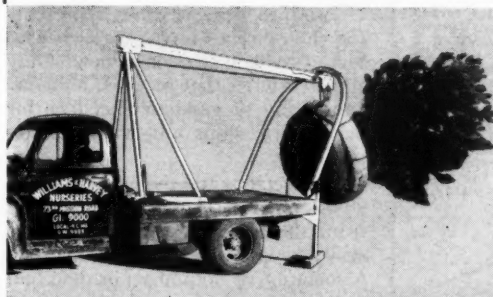
BEST FOR NEW HAMPSHIRE

A list of woody ornamentals recommended for planting in New Hampshire is presented for the nurserymen of that state in research mimeograph No. 23 published by the agricultural experiment station of the University of New Hampshire, Durham.

Entitled "Suitable Woody Ornamentals for Listing and Sale by New Hampshire Nurseries," the list was compiled by L. A. Dougherty from data supplied by 26 nurserymen and landscape architects and six plantmen of New Hampshire. Professor Dougherty also wrote the explanatory notes for the 29-page mimeographed publication.

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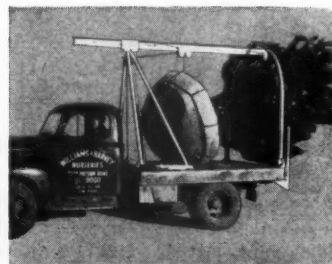
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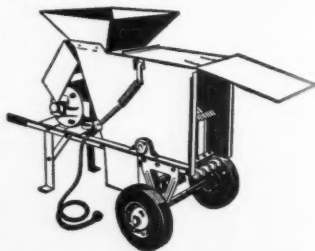
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the trees, shrubs and vines listed. In addition, each variety is rated as to its availability, salability, ornamental value and hardiness in New Hampshire, these ratings representing the opinions of the 32 men who served as a board of review. Only those varieties that received an average rating of good or excellent for ornamental value and hardiness are included.

A special section on lilacs offers a list of hybrid varieties selected from the list published by the lilac survey committee of the American Association of Botanical Gardens and Arboretums.

BREEDING PLANTS

Means of developing new kinds of ornamental plants are discussed in the "Handbook on Breeding Ornamental Plants," just published by the Brooklyn Botanic Garden, in the 35 articles, each written by a recognized specialist, which comprise the contents of the 112-page paperbound publication. Information is given on how to choose the best flowers for hybridizing, prepare blooms for pollination, make crosses, keep breeding records, harvest seeds and raise seedlings. Among the plants covered are lilies, iris, day lilies, roses, African violets, gladiolus, tree peonies, daffodils, dahlias, azaleas, camellias, hollies and blueberries. There are articles on the use of colchicine, the effect of radioactivity on plants and the techniques of breeding for disease resistance.

This handbook is illustrated with 77 line drawings and photographic reproductions to illustrate plant breeding techniques. The handbook is the latest in a series of garden guides, published by the garden. Single copies are available by mail for \$1 from the Brooklyn Botanic Garden, Brooklyn 25, N. Y.

2,4-D INJURY

The damage to desirable plants that can be caused by the drift from herbicide sprays is emphasized in circular 808 of the University of Illinois agricultural extension service. Entitled "Prevent 2,4-D Injury to Crops and Ornamental Plants," the circular was written by M. B. Linn, F. W. Slife and B. J. Butler, of the university faculty.

Symptoms of 2,4-D injury in several susceptible plants are described in the 16-page booklet; factors that affect mist injury are discussed, and recommendations are given for spray equipment and application practices that reduce the possibility of injury.

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